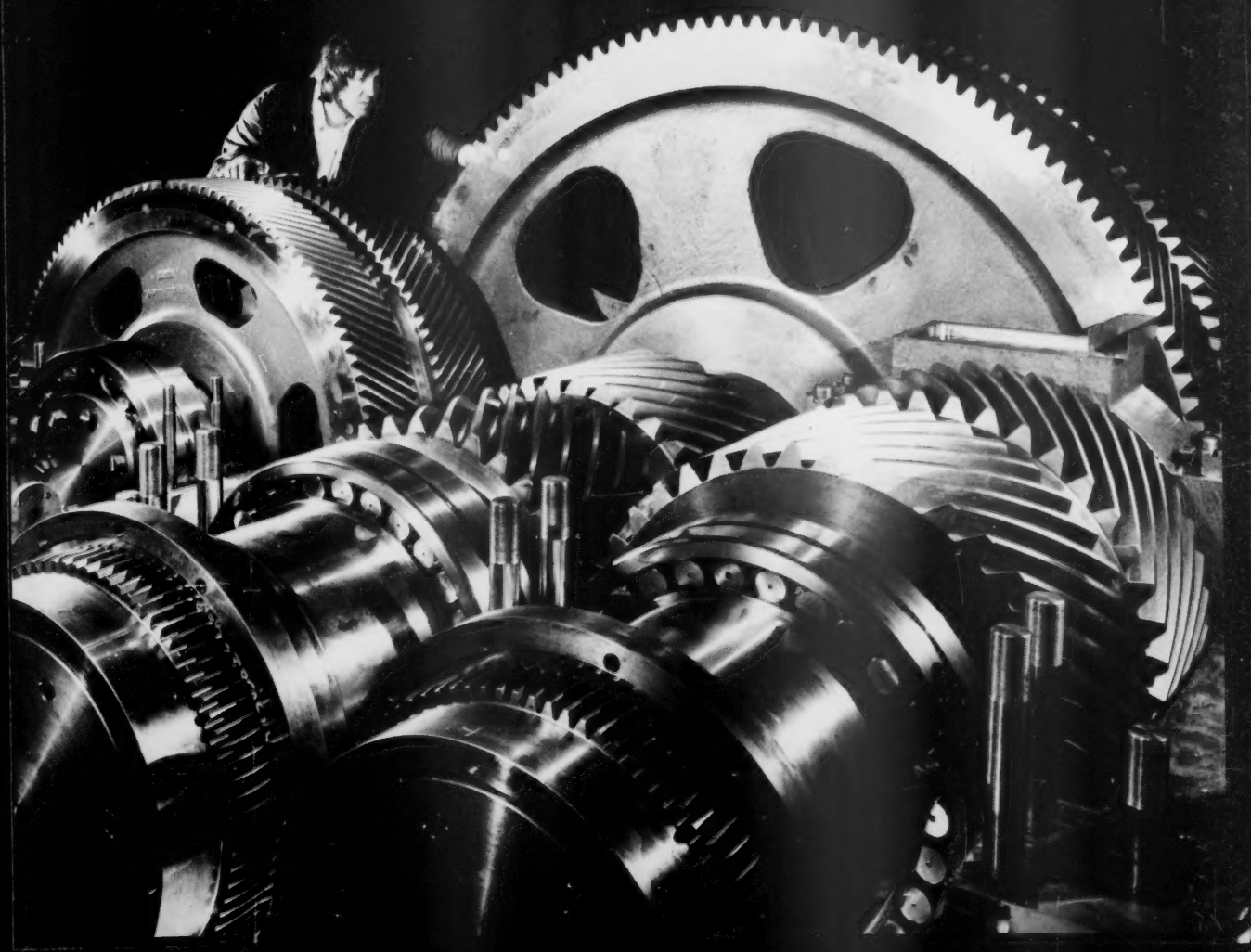
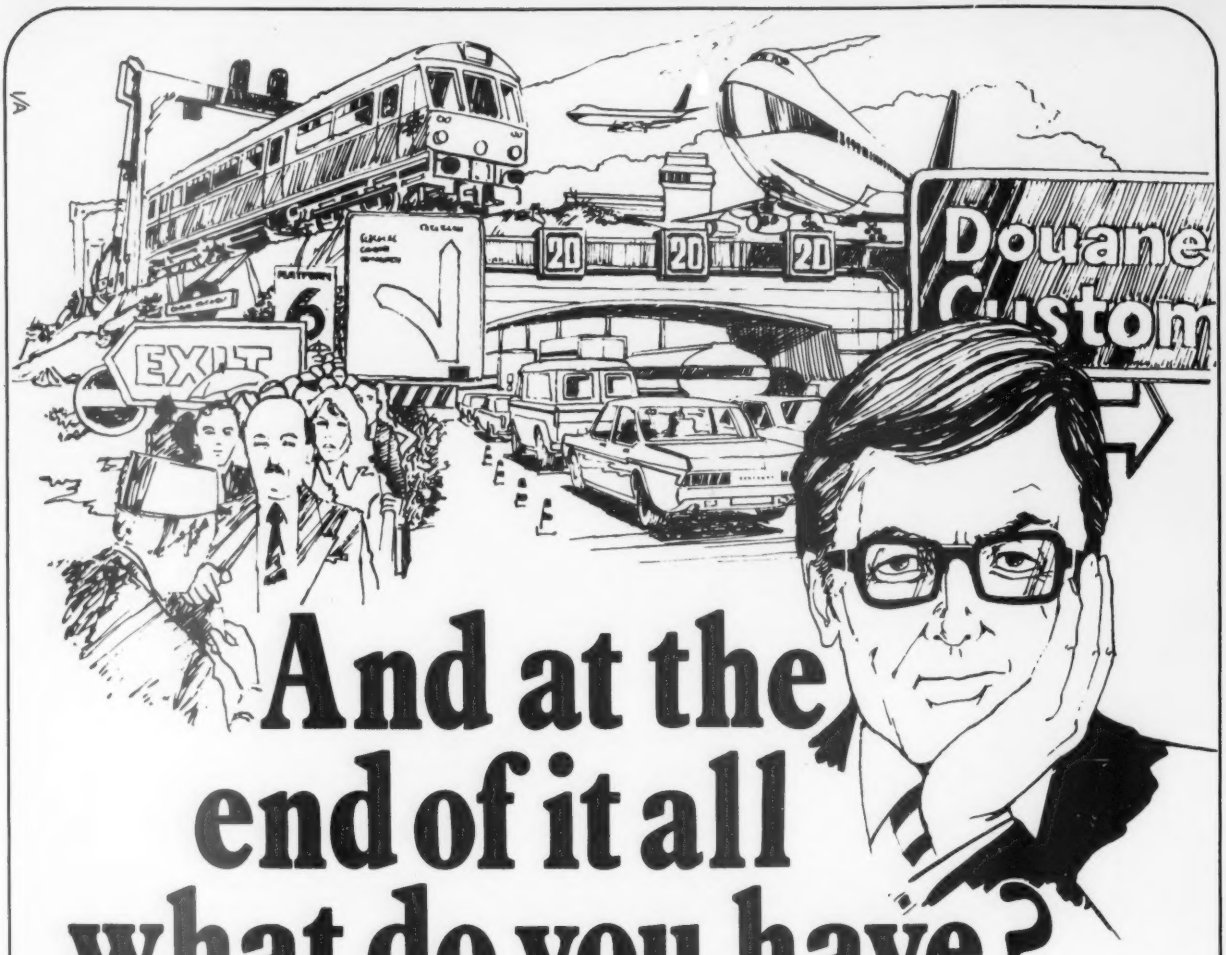
Trade and Industry
19 May 1978 Every Friday 40p

Import penetration
April trade figures
Trade with the EEC

Export gear: David Brown rubber-mixer drives for USSR tyre factory





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Trade and Industry

19 May 1978

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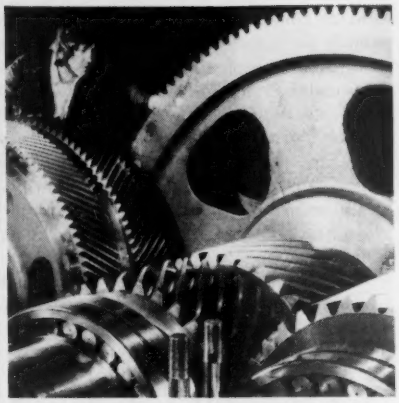

David Brown, Huddersfield, is to provide 25 rubber-mill gear units for tyre factories in the Ukraine, being built by Simon-Carves, Stockport. Picture shows similar units produced recently for the Kamaz River project 600 miles east of Moscow.

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Trade and Industry this week

HOME

PM asks industry to buy British

Prime Minister James Callaghan has called for support from British industry to curb imports of manufactured goods.

In his address at the CBI annual dinner in London on 16 May, he said that over the last few years there had been a tendency for this country to buy relatively more imported goods as our national income rose, so that today roughly £1 in every £4 was spent on manufactured goods from abroad.

'Often commercial reasons are put forward for this state of affairs: components not available here; prices too high; security in different suppliers; length of delivery dates, and so on', the Prime Minister said.

But, he asked, 'is it in the long-term interests of British industrial purchasers to give so much of their custom to foreign suppliers? I am certain it is not. We are giving profits and jobs to the overseas supplier, and in the longer run it will result in running down our industrial base'.

Mr Callaghan stressed that he was not calling for an old-fashioned type of 'Buy British' campaign. What he was asking was that every managing director should review his company's purchasing practices.

He pointed out that 'the basic fact of our economic life is that 29 per cent of our total production goes abroad in the form of exports or goods and services. This is higher than any comparable country.'

Speaking in defence of public expenditure, Mr Callaghan said he had found many businessmen who welcomed the government's financial support for industry and the schemes to maintain employment. 'The call is not to cut expenditure on education or on health, but, rather, to ensure that we get value for money.'

He pointed out that by the end of this financial year over 100 000 people will have benefitted from specially financed training measures since 1975. 'My belief,' he said, 'is that we must have an even bigger training effort and that means more public expenditure.

Retailers to go metric voluntarily

Retailers will not be penalised for failing to go metric. The government is not to proceed with orders which impose statutory cut-off dates for imperial units at the point of retail sale and which impose penalties on retailers who continue to sell in imperial prescribed units.

Roy Hattersley, Secretary of State for Prices and Consumer Protection, announced this on Tuesday in a written parliamentary answer.

He said that as a result of consultations, the government retained its view that it was desirable to move to metrication as a single form of measurement in the retail sector and that this should be achieved on the basis of an orderly timetable. 'The government hopes that the use of metric units at the retail level will be achieved on a voluntary basis with broadly the same target dates as currently envisaged,' he said.

To assist in the change-over, Mr Hattersley also announced the establishment of a metrication monitoring unit to deal with any complaints and to act as additional protection for the consumer.

Merchant shipping white paper

Government proposals for action on safety and pollution at sea were published in a white paper on Monday (15 May).

The white paper (Cmnd 7217), 'Action on safety and pollution at sea: new merchant shipping bill', deals with four main issues: pollution, pilotage, discipline, and health and safety.

To provide a further opportunity for consultation and comment, the government has published with the white paper draft clauses of the merchant shipping bill, for which parliamentary time is unlikely to be found in this present session.

The bill proposes the ratification of international agreement on a number of important conventions and protocols dealing with pollution and safety at sea. These are concerned with: the prevention of oil pollution from ships; intervention in cases of pollution other than by oil; civil liability, and international compensation fund for oil pollution damage; and the safety of life at sea.

A pilotage commission, says the bill, should act as a source of advice and stimulate local pilotage authorities to promote the efficient organisation of pilotage services. The bill will also allow greater flexibility for pilotage authorities to adopt arrangements for compulsory pilotage and make pilotage certificates available to nationals of all member states of the European communities, subject to the normal examination requirements.

Discipline, the bill proposes, should, in future, be the responsibility of shore-based committees. The working groups on discipline in the Merchant Navy and in the fishing industry had reported in 1975 that the power of masters of merchant ships to impose fines was arbitrary and out-dated. Powers to prohibit individual fishermen from taking unauthorised drink on board fishing vessels are also proposed by the bill.

Wide enabling-powers to promote health and safety at sea in the same flexible way as on land are contained in the bill. In particular it extends the scope of the powers to novel structures used in exploiting the resources of the continental shelf; allows statutory backing to be given to notices which are at present purely advisory; permits regulation by reference to codes of practice; and backs up these improvements by enhanced powers for inspectors to enforce the regulations and to inquire into a wider range of shipping casualties, cases which involve serious personal injury, but not loss of life, near misses and other incidents which might have caused a shipping casualty.

The bill also proposes removal of the present limit to a ship owner's liability in the case of death or injury of a crew member and deals with a number of miscellaneous matters. Other provisions may be added when it is presented to parliament.

UK and France agree on Channel disasters . . .

Mancheplan, a joint contingency plan for dealing with maritime disasters in the English Channel and the Dover Strait, was brought fully into force by the British and French governments on Monday (15 May).

Both countries expect to respond immediately to any major incident in mid-Channel, but the site of the incident will determine which of them co-ordinates the joint operation. Resources of both countries can be called upon as necessary.

The plan, which comes into operation without further authority, is flexible enough to apply to all types of maritime disaster including search and rescue, collision, grounding, fire or explosion, chemical hazard and oil pollution.

Contact has been established between coastal control centres and between governments, and direct telephone and telex links have been provided in some instances. An exercise to test the arrangement is planned to take place shortly.

. . . and traffic separation schemes

Revised traffic separation schemes off Ushant and off Casquets, adopted in April by the maritime safety committee of the Intergovernmental Maritime Consultative Organisation (Imco), should come into effect on 1 January 1979 – the earliest practicable date, bearing in mind the need to produce new charts and get them aboard ships.

This was agreed at a special meeting in Paris

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of the Anglo-French Safety of Navigation Group.

Trinity House would provide a manned lightship at the western end of the Casquets scheme and a Large Automated Navigational Buoy (Lanby) at the eastern end. Details of the scheme would be communicated to other countries at the July meeting of the safety of navigation committee of Imco.

The group also discussed the form of a reporting-in system for trawlers and ships carrying dangerous cargoes and agreed that this should be related to radar and radio coverage of the land-based systems. Such vessels should report on at least three occasions on passage through the Channel. Details would be formulated at a meeting on 7 June, prior to discussion at Imco in July.

In an exchange of views on the longer-term evolution of traffic management in the Channel, the group took account of a proposal by Trinity House for a through-route covering some 200 miles with gateways for crossing and noted that this would have considerable implications for other interests such as fishing, coastal traffic and mineral exploitation.

Packaging council set up

An independent body, the Packaging Council, has been set up to ensure that comments and complaints about packaging are dealt with responsibly and to administer a code for consumer goods packaging. This was announced by Robert Maclennan, Parliamentary Under-Secretary of State for Prices and Consumer Protection, in London on Tuesday (16 May).

Mr Maclennan said that it was appropriate that representatives from the three main areas concerned with packaging and waste – industry, consumers and environmentalists – should come together to develop a system of voluntary self-regulation, through the medium of the Packaging Council. In a complex area like this, voluntary self-regulation through a flexibly applied code of practice could be a more effective form of regulation than legislation – and certainly less costly.

More details about the code and members of the Packaging Council will be given next week.

Williams woos US investors

Minister of State for Industry Alan Williams has been visiting the United States this week, from 12 to 19 May. As minister with responsibility for inward investment he has been discussing the prospects for further investment by American companies in the UK. The visit is part of a continuing campaign aimed at informing overseas businessmen of the attractions of investing in Britain.

Mr Williams met representatives of a number of American companies including the John Deere Corporation, Studebaker-Worthington Inc, St Regis Paper Co, and Borden Inc. He also had talks with the Chase Manhattan Bank, Coopers and Lybrand, and the British Trade Development Office.

Mr Williams emphasised that it remained government policy to welcome inward investment which is in the UK's national interest.

EUROPE

EEC enlargement will promote democracy – Dell

Britain is taking 'a very positive approach' to enlarging the EEC because the government believes that this will promote democracy in Europe, Edmund Dell, Secretary of State for Trade, said on Tuesday.

Speaking to the Spanish chamber of commerce, he said membership of the community would enable the three countries now applying to join – Spain, Portugal and Greece – to share the economic benefits of membership and thus promote stability. 'In a world which, politically and economically, has not had many bright spots recently, the growth of democracy in southern Europe is something which we in Britain see as one of the most positive and hopeful trends of the decade. We share with all our community partners a determination to help democracy establish and consolidate itself in a wider European framework.'

Mr Dell said it was now necessary to study and find solutions for the very serious and real practical and economic problems of enlargement. He said that enlargement must not be allowed to exacerbate existing industrial problems, both for applicants and for the EEC. There were difficulties for the existing member states, Mr Dell continued, notably agriculture and fisheries. 'On agriculture, you may be sure of our support in trying to devise equitable solutions both for the short-term, that is before accession, and in the accession negotiations when they get under way,' he said.

He said that the housing, educational and other problems which the free movement of labour implied would cause high social costs in those areas to which labour moves.

Enlargement, Mr Dell said, would probably add another £100 million to the UK's net contributions now of about £377 million. 'Even without adding in special aid schemes, we are already talking about a sum whose value is comparable with Britain's total exports to Spain in 1977 of £464 million.'

Quantity marking for light table wine

Under new regulations which came into operation this week (15 May), for the first time in the UK, a declaration of the quantity must be shown on the label of bottled light table wine. Hitherto all wine had been exempt from quantity marking requirements under the Weights and Measures Act 1963 because it was difficult to meet the traditional 'minimum' contents requirement at retail level owing to the loss of wine (ullage) which occurs between bottling and retail sale.

It is now practicable to require a declaration of quantity, because the quantity declaration is based on the EEC 'average' contents system enforced at the point of filling. This is the first application in the UK of the 'average' contents system. The regulations also require light table wine to be sold in a prescribed range of volumes by the end of 1983.

The regulations have also been instrumental in the development by British bottle manufacturers of 'measuring container' bottles,– highly accurate bottles to enable the adoption of the simplified filling and enforcement methods.

The Department of Prices and Consumer Protection has prepared Notes for the Guidance of Weights and Measures Inspectors (price £1.90) and Practical Notes for Packers of Wine (price 95p) to help in the method of meeting and enforcing the regulations – the Prepackaging and Labelling of Wine and Grape Must (EEC Requirements) Regulations (SI No. 463), published on 31 March 1978. Copies of the notes are available, post free, from the Department of Industry Library Services at 1 Victoria Street, London SW1H 0ET. Payment should accompany orders and cheques should be made payable to Department of Industry.

OVERSEAS

Polish minister visits UK

Mr F Adamkiewicz, the Polish Minister of Heavy and Agricultural Machine Industry, started an eight-day visit to the UK on Monday 14 May as a guest of Edmund Dell, Secretary of State for Trade.

During his visit, the minister is having talks with government ministers and is visiting major companies, the Process Plant Association, the Agricultural Engineers' Association and Govan Shipyard.

Mr Adamkiewicz's wide-ranging responsibilities cover some of Poland's more advanced industries – heavy machinery, rolling stock, shipbuilding, farming equipment and tractor production, food industry machines and power machinery.

Club de Dakar to meet in UK

The Club de Dakar is to meet at the National Exhibition Centre, Birmingham, on 24 May, it was announced on Wednesday. The meeting will be attended by ministers of industrial development or planning, together with senior civil servants, from Nigeria, Ivory Coast, Senegal and other French-speaking African countries.

The conference is open to British delegates and further details can be obtained from Mr T. Edgar at the Birmingham Chamber of Industry and Commerce, tel. 021-454 6171.

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Home news

Hattersley predicts further improvement in inflation rate. . .

Continued improvement in the inflation rate was predicted by Roy Hattersley, Secretary of State for Prices and Consumer Protection, on 11 May. Speaking to the American Chamber of Commerce, he said the rate would remain in single figures throughout the year.

'What is more, since I believe that the next pay round will be characterised by responsible settlements, I believe that the success will continue into 1979.'

He explained that there were those who would disagree, 'amongst them people who, every month for the last year, have predicted that things will soon get worse, that wages will soon explode and prices will soon rocket. In my view they do themselves and their cause harm by predicting gloom with such obvious glee.' Apprehension about the economic future encouraged the sort of industrial timidity that this nation could not afford, he said.

'Real disposable income in this country will increase during this pay round by at least 5 per cent. I believe British industry would have been more ready for this increase in demand had they not been so unreasonably apprehensive last year about our prospects of bringing inflation under control. We do ourselves a terrible disservice if we miscalculate the likelihood of real recovery.'

. . . and calls for industry's support against inflation

British industry should stop complaining about the burden of taxation, space out price increases and stop advocating cuts in public expenditure which affect the real wages of working people, said Secretary of State for Prices and Consumer Protection Roy Hattersley on 10 May.

Speaking to the Electrical Contractors Association annual conference at Eastbourne, he said that industrialists who resented and rejected every form of government intervention ought not to object if their workers refused to accept the government's proposals for wage restraint.

He said that the trade unions had observed the needs of the national interest, accepted unpalatable facts, and faced hard realities more bravely over the last two years than any other sector of industry. If they were to maintain their record they needed more help than they had received in the past. Too many companies had supported a counter-inflation policy in general, but attempted to avoid its operation when its particular application proved inconvenient.

Mr Hattersley urged British industry to make a public commitment to space out price increases as much as possible – ideally striving for a 12 month rule on prices to match the one on wages; to stop complaining about the burden of taxation on those earning £10,000 or more; and to stop advocating those cuts in public expenditure which affected the real wages of working people.

UK must reverse competitive decline – Cryer

If British industry is to be fully competitive in world markets each company – and everyone within each company – must make a real effort to improve all aspects of performance, said Bob Cryer, Parliamentary Under-Secretary of State, Department of Industry, on 10 May.

Speaking in Birmingham at a discussion meeting on crane industry problems, he said he believed it vital to use all productive resources to the full: materials, machinery, space, energy, time and finance, as well as manpower. 'We must take a fresh look at everything we do to see whether it is necessary and if so, can we do it more effectively? We must not only improve our productivity but do so faster than our overseas competitors who are often already ahead of us.'

Problems of industry represented the greatest challenge at present faced by this country, he said. By using the Industrial Strategy it was vital to succeed in reversing the decline in Britain's international competitiveness. If we are to check and then reverse this decline we must all be willing to make a genuine shift in our attitudes to industry, especially manufacturing industry and we must ensure that the needs of our industry are given a priority they have not always had in the past when they tended to be subordinated to other aims.

'It must be recognised that the creation of wealth is the essential base to achieve our social objectives,' he added.

German firms urged to invest in UK

Minister of State for Industry Alan Williams has urged German companies to increase their investment in the UK. Speaking on 9 May to young managers of the German Institute for the Promotion of the Next Generation of Industrial Managers who were visiting Britain from 7 to 11 May, he said: 'To those of you who represent companies who do not at present have investments in this country I would say that now is the time to invest.

'To those of you representing German companies who already have subsidiaries in the UK my message is the same; now is the time to encourage your principals to consider expanding your present investment or to diversify into other products in the UK.'

Mr Williams pointed out that by the mid – 1980s North Sea oil would be adding about £6 billion a year to the United Kingdom's revenue. 'We intend,' he said, 'to use this money wisely to secure our alternative energy base for the future and to revitalise British industry.'

The money would be spent in four main ways. More resources would be devoted to industrial investment to re-equip Britain's industries, so that they could meet the international competition of the next 20 years and provide new jobs. The government's role in this would be through the system of investment incentives, selective assistance and the work of the National Enterprise Board and its associated development agencies. Despite this massive government contribution, the government expected most of the new investment to be financed by industry itself as confidence was renewed in Britain's future and its improved economic stability. Second, more funds would be devoted to developing and exploiting new energy resources. Third, the government intended, as indicated in the budget, to reduce the level of personal taxation so as to increase take-home pay and the incentive to work hard and well. Fourth, some of the money would be used to rebuild the inner cities to train – and retrain – more people to equip them with new industrial skills, and to improve the social services.

'But', Mr Williams added, 'there is no doubt in our minds that industry must continue to have priority and that the lion's share of the new revenues must go into industrial investment.'

German inward investment

German investment in the UK has increased considerably in the last few years. According to figures recently issued by the German Economics Ministry it more than doubled between 1973 and 1976 (from 861.8 million marks to 1965.0 million marks). But it is still less than half the value of British investment in Germany (4408.9 million marks in 1976) and relatively small compared with total German investment in other major European countries.

Lonrho merger proposal referred to MMC

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided to refer the proposed acquisition by Lonrho Ltd of

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6. **Group Financial Manager.** MA (Cantab), ACA. His considerable manufacturing company experience covers 10+ divisions, 30+ factories and numerous selling points, acquisitions and rapid growth. Wishes to maintain career impetus. **Age 32 Salary £13,000+**

7. **Finance Director.** BA (Econ), MBA (Finance). A highly effective financial manager and manager of international projects with substantial manufacturing group. Seeks further career development opportunity. **Age 34 Salary £15,000+**

8. **Finance Director.** ACMA. A strong group financial manager whose experience covers timber production and products and consultancy experience in Europe, Spain and East Africa. Seeks career development with larger company. **Age 36 Salary £10,000+**

9. **Financial Director/Treasurer.** FICM. Good German. A professional large Anglo/American group F/D with treasury experience and international borrowings exceeding £200m. Seeking ultimate career move. **Age 51 Salary £13,000+**

10. **F/D and General Manager.** ACMA. Good French with substantial experience in light engineering and shipping – including containerisation and a knowledge of both European and American business methods. Seeking career development and would consider participation. **Age 37 Salary £10,000+**

11. **Financial Controller.** FCA. A tough entrepreneurally minded F/C with excellent knowledge of the Leisure, restaurant and hotel industries. Seeking greater responsibility leading to general management. **Age 39 Salary £13,000**

12. **Group F/C.** MA (Cantab), FCMA., C. Eng., MICE., MIMC. Good French. A highly effective senior executive with considerable commercial expertise in all forms of contracting and construction – civil, mechanical, electrical and oil. Seeks opportunity to use his experience to greater effect. **Age 44 Salary £12,500+**

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13. **Saleswoman.** BA. Fluent French, good Japanese and Korean, some German and Russian. A mature and able young lady who enjoys 'upmarket' selling especially, using her linguistic ability. Highly articulate. **Age 22 Salary circa £4,500**

14. **Export Salesman.** BA (Hons) Oxon. Fluent French and German, good Italian and Malay. One years experience selling capital equipment in French Africa. Seeking greater opportunity. **Age 25 Salary £4,000**

15. **Export Marketing Manager.** A hard working award winner in scientific instruments and laboratory equipment. Self taught but highly successful in Europe and Middle East. Closely involved in product launches, exhibitions and planning. Seeking career development. **Age 31 Salary £6,500**

16. **Area Export Manager.** MA (Hons) Cantab. Fluent French and German, some Italian and Russian. After successfully maintaining profits in a difficult area in the food industry in Europe he seeks career progression leading to general management. **Age 29 Salary £8,500**

17. **Admin/Export Sales.** BA. Fluent German, good French. With 6 years executive experience in nationalised technical industry wishes to use linguistic ability in export sales. Well presented and highly articulate. **Age 29 Salary £5,000**

18. **Marketing/General Manager.** BA (Oxon), 1st Class MBA (Harvard), High Distinction M. Inst. Mkt. Good French. After completing impressive turn-round in £20m T.O. company this highflyer seeks improved long term prospects ideally but not necessarily in consumer durables. P and G trained. **Age 29 Salary £11,000**

19. **Catering Marketing Manager.** BA (Hons). A tough aggressive and successful manager with an excellent knowledge of the frozen food industry. Seeks to broaden his career and improve remuneration due to promotion blockage. Flexible as to product and location. **Age 31 Salary £9,000**

20. **Engineering Superintendent.** Good Arabic. A tough highly practical engineer responsible for plant and services maintenance including cranes, fork lift trucks and transport for major overseas project nearing completion. Available world wide. **Age 50 Salary £18,000+**

21. **G/M. F. I. Freight Forwarders.** A successful 'Trader' with an intimate knowledge of freight forwarding by land, sea and air worldwide, together with all shipping documentation and handling. Seeks career development anywhere. **Age 41 Salary £7,000+**

22. **Area Marketing Manager.** HNC (Mech). Fluent French, Dutch, Malay/Indonesian, Japanese, some German. Successfully marketing capital equipment across Europe, Middle and Far East. Victim of reorganisation. An able man who enjoys responsibility expecially in the Far East. **Age 38 Salary £12,000**

23. **Marketing Director.** Highly professional and responsible for a 2500+ direct sales force in FMCG. Also with responsibility for agencies throughout Europe. Seeking new career development. Location entirely flexible including Australasia and Americas. **Age 38 Salary circa £25,000**

24. **Marketing/Operating Director.** F. I. Building. Fluent German. Highly successful career in major building and construction company with marketing and I.R. involvement internationally. Seeking ultimate career move to a smaller company. **Age 51 Salary £15,000+**

GENERAL MANAGEMENT

25 **Admin and Conference Organiser.** BA. Fluent French and German, good Italian. A meticulous and experienced administrator for international conferences with some knowledge of export selling. **Age 28 Salary £5,000**

26 **Chief Metallurgist/Expediting engineer.** B.Sc (Hons) metallurgy. Good French. A good negotiator with wide knowledge of ferrous and non-ferrous metals, British Standards and European quality controls. Plastic engineering experience – promotion blockage. **Age 38 Salary £7,000**

27 **Chemical Engineer.** BSc (Oxon), Hons Dip Accounting and Finance. Strong process licensing and financial experience with major international industrial group. Promotion blockage, seeking career development. **Age 40 Salary £9,000**

28 **Personnel Manager.** BA (Oxon) MIPM. Highly experienced in Management Development and Training with major international industrial group (1000+ executives). Wishes to become more closely involved with Industrial Relations problems no matter how difficult or entrenched. A tough tactful and fairminded man. **Age 41 Salary £10,000**

29 **General Manager.** ACII. Good Russian, French, Swahili, with extensive General, Life and Pension insurance experience with a major international 'composite' group in Africa and UK. Promotion blockage. Seeking increased remuneration location flexible. **Age 43 Salary £10,000+**

30 **Production Manager.** A1 Metallurgist, M1 Welding. Considerable experience in heavy structural engineering and fabrication for Capital Plant, rolling stock, bridges. Successfully installed an automated welding plant. Sound sales and marketing experience. **Age 40 Salary £10,000+**

31 **Power Engineering Manager.** BSc (Hons) CEng, FIMechE, FIEE. A professional electrical engineer with impressive record wishes to be more closely involved with a profitable company operating in the UK or overseas. **Age 41 Salary £10,000**

32 **General Manager.** ACII. Most successful in establishing a general insurance group. Sound knowledge of life and re-insurance including world wide contacts. A company doctor who would like to return to the management ideally overseas. **Age 39 Salary circa £15,000**

33 **F/C General Manager.** CA, Good Spanish. An experienced Director of large international group retailing textiles and associated products (to £500m+) as well as discount warehousing. Substantial knowledge of South America. **Age 45 Salary £12,000**

34 **General Manager/Marketing Coordinator.** MA, LIBDip BA. Good French. An intelligent entrepreneur with good all round general trading experience in large international group. With merchant banking and wholesale/retail experience. An excellent negotiator. **Age 35 Salary £10,000+**

35 **Civil Engineering Director.** BSc (Eng) Hons PREng CEng ATRC MICE MSAICE with 20 years experience on major projects in Africa, UK, Ireland and Far East. Capable vigorous and willing to locate anywhere for new opportunity, present contract nearing completion. **Age 46 Salary £25,000+**

36 **Project Director.** MA (Cantab) CEng FIEE FRA and S. Good French. Has worldwide responsibility for telecommunications network and diversified technical equipment involving 100 000+ personnel. Seeking a career change. **Age 55 Salary negotiable**

NOTES
(i) All the above executives have been interviewed by us and we consider them to be high quality material in their particular range – there are several others whom space precludes.

(ii) If you require an executive of similar capability please contact me.

(iii) If you yourself feel that you match these standards and might benefit from a new opportunity please contact me in the strictest confidence and without any obligation.

Robin R. Wheatley

INTERNATIONAL APPOINTMENTS (LONDON) LTD

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Telephone: 01-629 6867/8
Cable: Interappt London W1

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Scottish and Universal Investments Ltd, and the merger situation involving Lonrho Ltd and House of Fraser Ltd, to the Monopolies and Mergers Commission for investigation and report under the provisions of the Fair Trading Act 1973. The commission is being required to make its report within six months.

Department of Prices and Consumer Protection points out that the decision to make a reference to the commission does not in any way prejudge the question whether or not the merger concerned would be against the public interest. It is for the commission to report on this after investigation.

Merger proposals cleared

Secretary of State for Prices and Consumer Protection Roy Hattersley has decided, on the information at present before him, not to refer the proposed merger between Lesney Products & Co and Metal Castings Doehler to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

He has also decided against reference of the proposed merger between Palmer and Harvey and Drakes Sweets Marketing.

Furniture manufacturer moves to Irlam

Welsh Brothers Fabrications (North West) Ltd, trading as TBS Fabrications, is occupying a 1350 m² advance factory built by the English Industrial Estates Corporation on the Department of Industry's Irlam industrial estate.

The company manufactures laminated furniture components for supply to other manufacturers and custom-built furniture for home assembly for do-it-yourself retail outlets. At present it occupies small premises in Stockport and needs the new premises to expand production. About 30 people are expected to be employed as production is built up over the next year or two.

Packaging company expands at Knowsley

Tanglin Packaging Ltd is occupying additional terrace unit premises of about 450 m² built by the English Industrial Estates Corporation on the department's industrial estate at Knowsley in the Merseyside special development area.

The firm, which manufactures high density polyethylene film packaging for industrial use, first took occupation of premises at Knowsley last summer when it anticipated employing about 23 people. Employment is now expected to reach 41 with the leasing of additional production space.

Seminar for small firms in Chesterfield

Under the title Signpost 78, a one-day clinic and seminar for small firms will be held in Chesterfield on 24 May. It is a joint project organised by the East Midlands Small Firms Information Centre and the Chesterfield Borough Council. During the day an office in Chesterfield town hall will be staffed by members of the centre, who will be available to offer guidance to small firms on any business problem. At the evening seminar, which will be held in the Grosvenor Rooms, Vicar Lane, at 18 45, expert speakers will discuss credit management and employment legislation.

The first speaker will be Mr E. A. Hadida, who is a member of the Institute of Credit Management and author of a booklet in the SFIS series entitled 'Credit Control for a Small Manufacturer'. The talk on employment legislation is entitled 'Employment legislation – a positive approach'.

Further details are available from the Small Firms Information Centre, 48/50 Maid Marian Way, Nottingham, tel. 0602 49791.

Regional industrial development boards: appointments

Names of the members of the English regional industrial development boards were announced by Minister of State for Industry Alan Williams on 8 May.

In a written parliamentary reply, he explained that he had recently reviewed the membership of the Northern, North West, South West and Yorkshire and Humberside industrial development boards.

The regional industrial development boards were first appointed in 1972 in order to provide advice to the government on applications for selective financial assistance in the regions under the Industry Act of that year. Members are normally appointed for two years at a time, and it is the government's intention to make appointments to a proportion of the posts at regular intervals to ensure that they have access to a wide variety of opinion in the regions. All the appointments are unpaid.

Since July 1975 responsibility for appointments to the Scottish and Welsh industrial developments boards has rested with the Scottish and Welsh offices respectively.

Northern

CHAIRMAN

R. A. Cookson, former chairman, Associated Lead Manufacturers Ltd. Director, Lloyds Bank Ltd.

MEMBERS

G. T. Arnold, chairman, Northern Regional Council of the TUC. Divisional organiser, Amalgamated Union of Engineering Workers. Member, Northern Economic Planning Council.

P. Baines, former commercial director of Albright and Wilson Ltd.

G. R. Chetwynd, board member, BSC (Industry) Ltd. Member, Northern Economic Planning Council.

P. H. Crowther, chairman, local board, Vickers Ltd, Engineering Group, Newcastle upon Tyne.

G. D. Dixon, district delegate, the Amalgamated Society of Boilermakers, Shipwrights, Blacksmiths and Structural Workers. District secretary, Tees Area Confederation of Shipbuilding and Engineering unions.

D. J. Grant, managing director, Darchem Ltd. Member, Northern Economic Planning Council. Member, CBI Northern Regional Council.

J. R. Mackay, former director, Swan Hunter Group. Previously partner, Peat, Marwick, Mitchell and Co.

Professor W. G. McClelland, former director, Manchester Business School.

L. R. Mann, managing director, Victor Products (Wallsend) Ltd.

G. Russell, managing director, Alcan (UK) Ltd.

Dr A. W. C. Taylor, former chairman, Petrochemicals Division, ICI Ltd. Chairman, Tees and Hartlepool Port Authority.

A. G. Thompson, managing director, Henry Cooke Ltd.

North West

CHAIRMAN

L. C. Young, deputy chairman and managing director, J. Bibby and Sons Ltd. Member, North West Economic Planning Council.

MEMBERS

W. H. Aldritt, regional secretary, Liverpool, North Wales and Irish Region, General and Municipal Workers' Union. Member, North West Economic Planning Council.

C. M. Barnett, secretary, North West Regional Council of the TUC. Divisional officer, National Union of Public Employees. Member, North West Economic Planning Council.

R. B. de Zouche, Wilson, de Zouche and Mackenzie, chartered accountants. Vice chairman, Merseyside Chamber of Commerce and Industry. Member, North West Economic Planning Council.

G. M. D. Drummond, deputy chairman, Trind Ltd.

D. G. Farrar, chairman, North West Regional Council TUC. Regional secretary, Transport and General Workers' Union. Member, North West Economic Planning Council. Member North West Regional Board, National Enterprise Board.

F. S. Gibbs, Managing director, GEC Switchgear Ltd.

G. N. Hague, chairman and managing director, Welwyn Garments Ltd. Member, North West Economic Planning Council.

T. D. Parr, chairman and managing director, Thomas Marshall Investments Ltd.

D. Perry, chairman, UML Ltd.

L. J. Tolley, chairman, Renold Ltd.

South West

CHAIRMAN

D. M. Gillespie, joint managing director, Olivers (Barnstaple) Ltd.

MEMBERS

A. Bennet, chairman, South West Regional Council, TUC. Member, Union of Construction and Allied Trades and Technicians.

R. R. Cawthorne, managing director, North Devon Meat Ltd.

G. D. K. Foale, Bishop Fleming and Co, chartered accountants.

K. A. Gilbert, director, Geevor Tin Mines Ltd.

R. G. King, district secretary, Amalgamated Union of Engineering Workers, Plymouth.

P. E. Neale, area manager, North Devon and Cornwall, National Westminster Bank.

R. G. Parkins, finance director, Compair Construction and Mining Ltd.

I. R. Sutherland, managing director and chief executive, Silley Cox and Co Ltd.

Yorkshire and Humberside

CHAIRMAN

G. N. S. Horsley, chairman and managing director, Northern Foods Ltd.

MEMBERS

F. N. Booth, regional secretary, General and Municipal Workers' Union. Member, Yorkshire and Humberside Economic Planning Council.

D. B. Clark, managing director, Beatson Clark and Co Ltd.

Dr R. Gill, managing director, Allied Colloids Ltd.

J. M. Goymour, managing director, David Brown Tractors Ltd.

E. Hayhurst, regional secretary, Transport and General Workers' Union. Member, Yorkshire and Humberside Economic Planning Council.

J. H. Hooper, chairman and managing director, Armstrong Equipment Ltd. Member, Yorkshire and Humberside Economic Planning Council.

J. Lyles, chairman, S. Lyles, Sons and Co Ltd.

T. McDonald, Armitage and Norton, chartered accountants.

C. Russell Smith, managing director, Allied Textile Companies Ltd.

Health and Safety Executive Publications

The 1974 Health and Safety at Work Act gave the Health and Safety Commission responsibility for keeping some 25 million people informed of guidelines and regulations for their health and safety in places of work. The Commission has undertaken progressively to revise, standardise and extend the existing regulations and recommended practices. HSC/HSE publications reflect the major programme of research, inspection and consultation which is in hand.

Priced publications are obtainable only from HMSO or through booksellers. Some general leaflets, advice and information are available free of charge from HSE Area Offices or by post from the General Enquiry Point, Baynards House, 1 Chepstow Place, London W2 4TF (Tel. 01-229 3456 ext 734).

Annual Reports

Health and Safety : Commission Report 1976–77 (£1.25) ISBN 011 883073 2

Health and Safety : Industry and Services 1976 (£2.50) ISBN 011 883022 8

Health and Safety : Mines and Quarries 1976 (£2) ISBN 011 883010 4

Health and Safety : Research 1976 (£1.75) ISBN 011 883012 0

Health and Safety : Statistics 1975 (£1.75) ISBN 011 883008 2

Industrial Air Pollution 1975 (£2) ISBN 011 88022 3

Mines and Quarries District Reports 1976 (£1.50 each)

Health and Safety : Agriculture 1976 (£1.00) ISBN 011 883021 X

Health and Safety : Nuclear Establishments 1975–76 (£1.15) ISBN 011 883018 X

Health and Safety Employment Medical Advisory Service Report 1975-76 (£1.50) ISBN 0 11 883017 1

Advisory Committee Reports and reports of special investigations etc.

The Flixborough Disaster (£2.50) ISBN 011 361075 0

The explosion at Laporte Industries Ltd April 1975 (£1.25) ISBN 011 880333 6

The explosion at Houghton Main Colliery June 1975 (£1) ISBN 011 880328 X

The explosion at Appleby-Frodingham steelworks, Scunthorpe. November 1975 (£4) ISBN 011 88033 4

The explosion at the Dow Chemical Factory, Kings Lynn. June 1976 (£1) ISBN 011 883003 1

A survey of respiratory disease in the Pottery Industry (35p) ISBN 011 880346 8

Success and failure in accident prevention (80p) ISBN 011 880330 1

Final Report of the Advisory Committee on Falsework (£2) ISBN 011 880347 6

First Report of the National Committee on steep seam working in British coal mines (60p) ISBN 011 410248 1

Advisory committee on Major Hazards : First Report (£1) ISBN 011 880884 2

Selected written evidence submitted to the Advisory Committee on Asbestos 1976/77 (£5) ISBN 011 883004 X

Asbestos Health Hazards and Precautions, Interim statement (10p) ISBN 011 881114 2

Safe Manriding in Mines Parts 1A and 1B (£5) ISBN 011 880491 X

Digest of Pneumoconiosis 1975 (£2) ISBN 011 882006 0

Some aspects of the safety of nuclear installations in Great Britain (Replies to questions submitted by the Secretary of State for Energy to the Nuclear Installations Inspectorate in October 1976) (£1) ISBN 011 8830015

One hundred fatal accidents in construction (90p) ISBN 011 883071 6

Health and Safety at Work Series booklets

3 Safety Devices for Hand and Foot Operated Presses (0 11 880862 1) (30p)

4 Safety in the use of Abrasive Wheels (0 11 880866 4) (65p)

5 Cloakroom Accommodation and Washing Facilities (0 11 880850 8) (45p)

6A Safety in Construction Work: General Site Safety Practice *(Reprinting)* (0 11 360120 4)

6B Safety in Construction Work: Roofing 1974 (0 11 880870 2) (16p)

6C Safety in Construction Work: Excavations (0 11 360101 8) *(Reprinting)*

6D Safety in Construction Work: Scaffolding (11 881452 4) (30p)

6E Safety in Construction Work: Demolition (11 360848 9) (25p)

11 Guarding of Hand-fed Platen Machines (0 11 880873 7) (18p)

12 Safety at Drop-Forging Hammers (0 11 880855 9) (18p)

14 Safety in the use of Mechanical Power Presses (0 11 880867 2) (75p)

17 Improving the Foundry Environment 1974 (0 11 360849 7) (32p)

18 Industrial Dermatitis: Precautionary Measures (0 11 880877 X)

20 Drilling Machines: Guarding of Spindles and Attachments 1974 (0 11 880865 6) (35p)

22 Dust Explosions in Factories (0 11 880851 6) (30p)

23 Hours of Employment of Women and Young Persons (0 11 880876 1) (25p)

24 Electrical Limit Switches and their Applications (0 11 880840 1) (25p)

25 Noise and the Worker (0 11 880845 1) (22p)

27 Precautions in the use of Nitrate Salt Baths (0 11 880880 X) (25p)

29 Carbon Monoxide Poisoning: Causes and Prevention (11 360838 1) *(Reprinting)*

30 Storage of Liquified Petroleum at Gas Factories (0 11 880882 6) (45p)

31 Safety in Electrical Testing (0 11 880843 5) (38p)

32 Repair of Drums and Small Tanks (0 11 880852 4) (25p)

33 Safety in the use of Guillotines and Shears (0 11 880861 3) (30p)

34 Guide to the use of Flame Arresters and Explosion Reliefs *(Reprinting)*

35 Basic Rules for Safety and Health at Work (0 11 880857 5) (20p)

36 First Aid in Factories (0 11 880842 7) (25p)

40 Means of Escape in case of Fire in Offices, Shops and Railway Premises (0 11 880860 5) (20p)

41 Safety in the use of Woodworking Machines (0 11 880837 0) (£1)

42 Guarding of Cutters of Horizontal Milling Machines (0 11 880871 0) (30p)

44 Asbestos: Health Precautions in Industry 1974 (0 11 880879 6) (25p)

45 Seats for Workers in Factories, Offices and Shops (0 11 880883 4) (55p)

46 Evaporating and Other Ovens (0 11 880872 9) (55p)

47 Safety in the Stacking of Materials (0 11 880839 7) (40p)

48 First Aid in Offices, Shops and Railway Premises (0 11 883132 1) (25p)

49A Safety in the Cotton and Allied Fibres Industry. Opening Processes (0 11 360851 9) (25p)

49B Safety in the Cotton and Allied Fibres Industry. Card-room Processes (0 11 360854 3) (40p)

49C Safety in the Cotton and Allied Fibres Industry. Spinning, winding and sizing (0 11 360858 6) (45p)

49D Safety in the Cotton and Allied Fibres Industry. Fabric Production *(in prep.)*

50 Welding and Flame Cutting using Compressed Gases

* Health and Safety Commission leaflets

HSC 1 Some legal aspects and how they will affect you

HSC 3 Advice to employers

HSC 4 Advice to the self-employed

HSC 5 Advice to employees

HSC 7 Regulations, codes of practice guidance literature

HSC 8 Safety Committees guidance to employers whose employees are not members of recognised independent trade unions

* Health and Safety Executive leaflets

HSE 1 After Flixborough . . . 10 vital questions for industry

HSE 3 An introduction to the HSC and HSE

HSE 4 Short guide to the Employers' Liability (Compulsory Insurance) Act 1969

HSE 5 An introduction to the Employment Medical Advisory Service

* Agricultural Safety leaflets

AS1 A short guide to the 1974 Act

AS2 Tractor safety cabs

AS3 Bulls

AS4 Mushroom worker's lung

AS5 Farmer's lung

AS6 Crop spraying

AS7 Guns

AS8 Noise

AS10 Children

AS14 Cyanide gassing powders – Safe handling

AS21 First aid in agriculture

* EMAS leaflets

MS(A)1 Lead and you

MS(A)3 Asbestos and you

MS(A)4 Study of asbestos workers

MS(A)5 The health of workers engaged in antimony oxide

MS(A)6 Vinyl chloride and you

MS(B)1 Ulceration of the skin and inside the nose caused by chrome

MS(B)3 Anthrax

MS(B)4 Effects on the skin of pitch and tar

MS(B)5 Skin cancer caused by oil

MS(B)6 Occupational industrial dermatitis

MS(B)7 Poisoning by pesticides

Guidance Notes

Guidance Notes (price 30p each) are too numerous to list here but are published under five headings:
Medical
Environmental Hygiene
Chemical Safety
Plant and Machinery
General.

Enquiries to HMSO

* *Free of charge*

Industrial incentives in Northern Ireland

Northern Ireland's new package of industrial incentives – described by Secretary of State Roy Mason as 'one of the most generous and flexible in Europe' – has resulted in a sharp rise in interest in the region as a location for new investment. Since last August's major review of the incentives a series of multi-million pound investment projects has been announced and there has been an upsurge in the number of serious inquiries from potential investors, more of whom are visiting the province to see the possibilities for themselves.

Investment incentives available in Northern Ireland

Building grants
30% to 50%

Machinery and equipment grants
30% to 50%

Grants towards starting-up costs
Additional grants designed to provide new projects with a substantial inflow of revenue during the build-up period – individually negotiated on the basis of total capital *requirements for each new project.*

Factory rents (per m² per annum)
£1.40 to £5.92. New projects may qualify for an initial rent-free period of up to five years.

Loans from government sources for general purposes
Loans are available on favourable terms, which can include an interest-free period.

Interest-relief grants
*Where loans to finance new projects are raised from non-*government sources, interest relief grants can be made available to reduce the commercial costs of borrowing. *These grants can apply for a period of up to seven years –* three years at a broadly commercial rate followed by four years at three per cent per year.

Removal grants
Up to 100 per cent of cost of transferring existing machin*ery, equipment and stocks from place of origin to Northern* Ireland.

Help for transferred workers
Full fares (incl. preliminary visit) and household removal costs (incl. legal fees) or lodging allowance plus substantial settling-in grants for key-workers from anywhere out*side Northern Ireland.*

Training grants (per week)
Employees aged 18 and over: £15.00; employees aged under 18: £8.00.
Period during which grant is paid is negotiable. These *grants may be equalled by a further grant from the Euro*pean social fund.

Weekly wage subsidy from government (selective *employment premium)*
Employees aged 18 and over: £2.00; employees aged under 18: £1.20.

Tax allowances
54 per cent of the construction costs of industrial buildings, *including the total value of government grant received, can* be written off in the first year. The balance can be written off subsequently at the rate of 4 per cent per year. 100 per *cent of capital expenditure on machinery and equipment, including the total value of government grant received, can* be written off in the first year.
NOTE: the power to write off 100 per cent of capital expen*diture in the first year applies only to projects where the* level of grant received does not exceed 45 per cent. Where a higher rate of grant is received in Northern Ireland the *write off facility varies between 95 per cent and 100 per* cent.

***Industrial derating (remission of taxation imposed by* local authorities)**
75%

Research and development grants
40% to 50%. Total grant assistance for any single project is limited to £250,000.

NOTE: Northern Ireland is the only development area in the United Kingdom offering capital grants of 30% towards *building costs and capital expenditure on new machinery* and equipment without employment conditions.

Further information
Department of Commerce,
Chichester House,
64 Chichester Street, Belfast BT1 FJX
tel: Belfast 34488 ext. 441

Price Commission report on Southalls published

In a Price Commission investigation report on increases proposed by Southalls (Birmingham) *Ltd, published on 9 May, the main* recommendation is that there should be no *more rises in the price of Lil-lets tampons* before late December 1978. This allows for an *increase of 3.17 per cent, which has been* allowed through to be implemented. This increase was first notified in December 1977.

The commission recommends that there should be no restriction on the overall average increase of 4.31 per cent sought by the company across the range of its sanitary protection *and other hygiene products, including the 3.17* per cent for Lil-lets tampons.

In reaching this conclusion, the Price Commission says that Southalls has incurred *increased costs which, without price increases,* would significantly reduce the level of profits *below that earned in recent years. In addition,* the commission's decision to investigate and the interim increase of only 1.03 per cent subsequently allowed under the safeguard provisions has significantly affected Southalls' *forecast profitability for 1978.*

The Price Commission Investigation *Report No. 14: Southalls (Birmingham)* Ltd – Sanitary Protection and Other Hygiene *Products, is available from HMSO (HC436* ISBN 0 10 243678 9), price 80p.

Date for uncertificated post-war credit claims

Chief Secretary to the Treasury Joel Barnett *has announced the setting of a closing* date – 31 December 1978 – for the acceptance *of post-war credit claims not accompanied by* a PWC certificate. Claims accompanied by *one or more certificates will continue to be* accepted after 31 December 1978.

Replying to a parliamentary question on 8 May, Mr Barnett pointed out that the great majority of those entitled to claim payment of post-war credits has now been repaid since the general release in 1973.

New constitution for assay offices

John Fraser, Minister of State for Prices and Consumer Protection, has made an order amending the constitution of the Sheffield Assay Office which was published on 8 May.

The order provides for a more modern, open and democratic constitution and repeals or amends certain sections of the Plate Assay (Sheffield and Birmingham) Act 1772 and the Sheffield Act 1906.

The new constitution provides for a body of self-appointed independent guardians who will appoint annually an executive committee to be responsible for the general management of the business of the office. Guardians may hold office for up to four years and members of the executive committee for up to three years. All may be re-appointed for further terms.

At least one of the guardians (but not more than one-third of their total number) must be a person engaged in the trade of precious metal articles. The guardians must also include at least one person experienced in consumer pro*tection, at least one person experienced in the* enforcement of consumer protection legisla*tion, and at least one employee (ie shop floor* not management) of the assay office. Not more than one-third of the executive committee may be trade representatives.

BIM to hold energy conference

'Energy 2000', is the title of a major one-day conference being organised by the British Institute of Management in London on Tuesday 20 June as part of the Spur initiative, BIM's campaign on strategy, performance and utilisation of resources.

'Energy 2000', to be held at the Mount Royal Hotel, Marble Arch, will be chaired by Sir Ronald McIntosh, former director-general *of the National Economic Development* Office. The aim of the conference is to provide *a forum for debate on the energy problems* facing the UK and it will consider two crucial *questions of energy policy: the long-term con*tributions of energy conservation, coal, nuclear-based electricity, renewable resources such as wave and solar energy, and fuel imports to meeting Britain's future energy needs; and the action which should be taken now to make sure that there is a progressive transition to a new sources of energy economy and life-style.

Among the speakers and panellists will be Sir Jack Rampton, permanent secretary, *Department of Energy, Sir Denis E. Rooke,* chairman, British Gas Corporation, Sir Derek *Ezra, chairman, National Coal Board, and* chairman, British Institute of Management, Sir Francis Tombs, *chairman, the Electricity* Council, Sir John Hill, chairman, UK Atomic Energy Authority, Dr John Cunningham, Parliamentary Under-Secretary of State, Department of Energy, and J. R. S. Morris, deputy chairman, National Enterprise Board.

Energy-saving beer in *sight*

Britain's brewers believe that the energy used to produce the 11 billion pints of beer consumed each year could be cut by an average of 10 per cent per pint. They plan to cut their £42 million annual energy bill by this amount.

It means that in 1982, only 1.53 megajoules (a measurement of energy consumption) will be used to produce each pint, compared with the present 1.7 megajoules. Most of the savings are likely to come from 'good housekeeping' measures and investment in new and replacement plant.

The energy target has been set as a result of a questionnaire from the Brewers' Society to member companies. Replies from firms re-

sponsible for 64 per cent of beer production showed estimates of energy savings to be made over the next four years ranging from 2 per cent to 33 per cent. The weighted average was 10.4 per cent.

Eadie explains growing role for coal

The government believes that coal will have a growing role to play in Britain's future energy strategy, said Alex Eadie, Parliamentary Under-Secretary of State for Energy, on 12 May. Speaking at the National Association of Colliery Overmen Deputies and Shotfirers/ National Union of Mineworkers Scottish Area summer school in Dundee, Mr Eadie said that the Scottish coal industry would play its full part in responding to the challenge.

The government, he said, was committed to the Scottish coal industry and it had secured the industry's medium term future through an agreement to pay the National Coal Board grants of up to £7 million a year up to a total of £35 million over a five-year period to guarantee coal burn in Scotland. The government hoped that by demonstrating its faith in a continuous, viable coal industry in Scotland the National Coal Board would have a secure foundation for increasing investment in the coalfield.

In future, Mr Eadie pointed out there would be substantial markets for coal. In 1977 65 per cent of coal production went to power stations. This was likely to rise to over 80 million tons a year and remain at that level until towards the end of the century. But he said, by about the turn of the century the use of coal in power stations could be falling and coal may be drawn increasingly into other markets. It could be used directly in industry and the home. And it could be used in the manufacture of synthetic natural gas as North Sea gas supplies became exhausted but the expensive transmission system remained. It might also be used to replace oil as a petrochemical feedstock or as a source of liquid fuels for transport.

LA Skytrain service approved

Laker Airways has been granted an air transport licence for a one-class, no-frills, walk-on Skytrain service from London (Gatwick) to Los Angeles by the Civil Aviation Authority. CAA has approved the following fares (excluding meals, refreshments and entertainment):

London (Gatwick) – Los Angeles
1 Oct – 30 June £84
1 July – 30 Sept £96

Los Angeles – London (Gatwick)
1 Sept – 31 May $220
1 June – 31 August $248

Tickets for the Los Angeles Skytrain must not be sold before 0400 hrs local time on the day of departure.

CAA has also granted the Laker Airways application to revoke the air transport licence held by British Caledonian Airways on the route London (Gatwick) – Chicago (opt) – Los Angeles which was not currently being operated by that airline.

New learner driver regulations from June

Regulations were laid before parliament on 11 May by William Rodgers, Secretary of State for Transport, which will make three changes relating to learner drivers and 'L' tests. The changes take effect on 1 June.

Learner drivers in small and sparsely populated islands will no longer have to be accompanied by a qualified driver and 'L' tests will no longer be conducted in such islands. The changes in regulations are being made because the demand for tests in the more remote islands is very low and there are inevitably long intervals between examiners' visits. Learner drivers living in these islands have often had to be accompanied by a qualified driver well beyond the time when they could safely have been allowed to drive unaccompanied.

The changes will not apply to the following islands: the Isle of Wight, St Mary's (Isles of Scilly), Mainland (Orkney), Mainland (Shetland), Lewis and Harris, Skye, Mull, Tiree, Islay, Arran, North Uist, South Uist, Benbecula, Bute and Great Cumbrae and any islands connected thereto or to the mainland of Great Britain by a bridge, tunnel or ford or other way suitable for the passage of motor vehicles.

To allow drivers with leg disabilities to put their driving experience at the disposal of those who are learning to drive, such drivers will be able to supervise 'L' drivers in cars if they are fully licensed to drive cars with the same sort of transmission whether or not their licences are subject to restrictions.

Appointment fee increased

To enable the costs of the driving test organisation to be recovered fully throughout the financial year 1978 to 79, the fee for an appointment is being increased by 55p to £7.30 from 1 June. The new fee will be payable with all applications received in traffic area offices on or after that date. Appointments for driving tests in invalid carriages would continue to be free of charge.

Official appointments

East Midlands Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Councillor Ronald F. Bullen, Dr Colin Foord, Councillor Alfred Goodson, Roger Manley, Brian McNeill, Councillor Frank Revell, Kenneth Roberts, Bridget Walker and George O. Webster as members of the East Midlands Electricity Consultative Council until 31 November 1980.

Eastern Electricity Consultative Council: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has appointed Rosemary Ruth Landreth, Frances Rich and Gregory Wales as members of the Eastern Electricity Consultative Council until 30 November 1980.

Transport Users' Consultative Committee for Yorkshire: Roy Hattersley, Secretary of State for Prices and Consumer Protection, has

Barrier to control Thames flooding takes shape

This slab of concrete – 60 metres long, 27 metres wide and weighing nearly 9000 tonnes – has been built inside a coffer-dam and forms a major part of the river Thames flood prevention barrier currently under construction in south-east London. It is one of the sills in which a giant 61 metre gate will pivot to form a section of the 520 metre wide barrier that will prevent flooding of some 130 square kilometres of the low-lying areas of London. The barrier is a series of moveable gates, each pivoted and supported between concrete piers and resting out of sight on the river bed. The complete barrier can be raised into the flood control position within 15 minutes.

appointed Rosemary A. Mirauer as a member of the Transport Users' Consultative Committee for Yorkshire until 31 May 1980.

National Film Finance Corporation. Edmund Dell, Secretary of State for Trade, has appointed Romaine Hart and Mamoun Hassan to be members of the National Film Finance Corporation for three years from 4 May 1978. They will occupy the two positions as part-time members of the board of the corporation which have been vacant for some time.

Insurance Companies Act 1974: authorisations and revocations

The following authorisations to carry on insurance business in Great Britain were issued by the Secretary of State for Trade under section 3(1) of the Insurance Companies Act 1974 during the period 1 April to 30 April 1978:

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of authorisation	Class or classes of insurance business for which authorisation was issued
Constitution Insurance Company of Canada 48 Fenchurch Street London EC3M 3BN	Canada	7.4.78	4, 5, 6, 11, 12, 13, 14, 15, 16, 17
Pan Atlantic Reinsurance Company Ltd Plantation House 23 Rood Lane London EC3M 3AL	Bermuda	27.4.78	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, 14, 15, 16, 17
The Transmarine Mutual Loss of Hire Assurance Association Ltd Plantation House 5-8 Mincing Lane London EC3M 3DX	—	25.4.78	6
Treaty Reinsurances Ltd Temple Court 11 Queen Victoria Street London EC4N 4TP	—	19.4.78	4, 5, 6, 11, 12

The following authorisations to carry on insurance business in Great Britain were revoked by the Secretary of State for Trade under section 9 of the Insurance Companies Act 1974 during the period 1 April to 30 April 1978.

Name of insurer and registered office or address in GB	Country of incorporation if outside GB	Date of revocation	Class or classes of insurance business for which authorisation was revoked
Undeb Insurance Ltd Ty Undeb Station Terrace Queen Street Cardiff CF1 4XX	—	25.4.78	OLT

Classes of business

OLT	Ordinary long-term insurance business
IND	Industrial assurance business
1	Accident insurance business
2	Sickness insurance business
3	Land vehicle insurance business
4	Railway rolling stock insurance business
5	Aircraft insurance business
6	Ships insurance business
7	Goods in transit insurance business
8	Fire and natural forces insurance business
9	Damage to property insurance business
10	Motor vehicle liability insurance business
11	Aircraft liability insurance business
12	Liability for ships insurance business
13	General liability insurance business
14	Credit insurance business
15	Suretyship insurance business
16	Miscellaneous financial loss insurance business
17	Legal expenses insurance business

Patents endorsed 'licences of right'

Under section 35 of the Patents Act 1949 the following patents were endorsed 'licences of right' on the dates specified.

28 April 1978

1249083 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in heating and ventilation systems of automotive vehicles
1258596 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in automatic devices for correcting the orientation of the light beams of automobile headlamps
1270903 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in electromagnetic locking and unlocking systems for vehicle doors
1340960 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in combined steering wheel and safety device for motor vehicle
1341769 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in seats, particularly for motor vehicles
1343946 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in devices for recirculating exhaust gases in internal combustion engines
1356854 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in power self-regulating devices for high-frequency dielectric loss welding machines
1358787 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in temperature regulators for catalytic reactors
1361691 Regie Nationale Des Usines Renault and Automobiles Peugeot
Method for removing deadheads from precision castings
1378706 Regie Nationale Des Usines Renault and Automobiles Peugeot
An arrangement for fastening a pivoting window
1379678 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in hydraulic control systems of automatic transmission mechanisms
1383780 Regie Nationale Des Usines Renault and Automobiles Peugeot
Rotary converter for converting DC current to AC current and vice versa
1389693 Regie Nationale Des Usines Renault and Automobiles Peugeot
An improved process of forming articles using an isostatic working pressure
1391388 Regie Nationale Des Usines Renault and Automobiles Peugeot
Vibration damping of rotatable shafts
1391514 Regie Nationale Des Usines Renault and Automobiles Peugeot
A quantitative detection system adapted to detect a component of a motor exhaust gas
1400614 Regie Nationale Des Usines Renault and Automobiles Peugeot
Method and apparatus for providing signals representing the rotational speed and instantaneous angular position of an internal combustion engine
1419998 Regie Nationale Des Usines Renault and Automobiles Peugeot
A control panel for controlling the electrical equipment of a motor vehicle
1425220 Regie Nationale Des Usines Renault and Automobiles Peugeot
A slip limiting system for a motor vehicle
1426387 Regie Nationale Des Usines Renault and Automobiles Peugeot
An internal combustion piston engine
1430134 Regie Nationale Des Usines Renault and Automobiles Peugeot
Control system for an automobile vehicle
1432461 Regie Nationale Des Usines Renault and Automobiles Peugeot
Method of controlling gas pressure in a container by a source of periodically varying gas pressure and a system utilizing the method
1436171 Regie Nationale Des Usines Renault and Automobiles Peugeot
Improvements in methods of positioning and assembling valves and device therefore
1436949 Regie Nationale Des Usines Renault and Automobiles Peugeot
A method of reducing the speed of a vehicle and a braking control system for a vehicle
1380620 Ateliers Des Charmilles S.A.
Improvements in or relating to a holder for guiding and holding an elongated slender electrode
1388301 Ateliers Des Charmilles S.A.
Improvements in or relating to a process and an installation for machining by electro-erosion
1388302 Ateliers Des Charmilles S.A.
Improvements in or relating to a process and an installation for machining by electro-erosion
1028577 Ford Motor Co Ltd
Motor vehicle door
1474428 Agfa-Gevaert Aktiengesellschaft
Process for the production of lightfast phase holograms

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on patents form no. 45 within two months after the date of endorsement.

I. J. G. Davis, Comptroller

Government sales

1-2 June 1978 – Miscellaneous

Location:
Top Rank Suite, Bannister Road, Southampton
Auctioneer:
Austin and Wyatt (Dept L), 79 High Street, Fareham, Hants (0329 234211)
Clothing, textiles, furniture, scrap cordage, paint, jerricans, fork lift truck, iron beds, machine tools, MT spares, tyres, miscellaneous electrical and other items lying at depots in south central England.

6-7 June 1978 – Miscellaneous

Location:
Ordnance Storage and Disposal Depot, Ruddington, nr Nottingham
Auctioneer:
Arnold and Son (Dept L), 13 Market Place, Burton-on-Trent, Staffs (0283 64657)
Stores lying at Donnington, Stafford, Ruddington and other depots comprising aircraft spares, furniture, Rolls Royce petrol engines, street lighting equipment, MT spares, surveying equipment, compressors, vehicles and other items.

Catalogues, which give details of the lots, conditions of sale, viewing times etc, are available from the auctioneer from two weeks before and up to the day of the sale, price 40p, postage 15p (postal orders only).

State scheme premiums: market level indicators

Under the new state pension scheme which started in April, contracted-out occupational pension schemes are allowed, in certain circumstances, to transfer the responsibility, or part of the responsibility, for their members' guaranteed minimum pension rights to the state scheme by the payment of premiums.

The premiums concerned are limited revaluation premiums, accrued rights premiums and pensioners' rights premiums. Their amounts are, in part, related to stock market levels at the time they become due and each month the Department of Health and Social Security notifies the average market level indicator to be used in their calculation

under the Social Security Premiums (Actuarial Tables) Regulations 1978 (SI 1978 no. 134).

For May 1978 the average market level indicator for accrued rights premiums and limited revaluation premiums is 72. The corresponding average market level indicator for pensioners' rights premiums is 76. The average market level indicator for ARPs and LRPs shows no change since the previous month. The average market level indicator used for PRPs shows a decrease of three since the previous month.

Corrosion prevention directory revised

Details of corrosion advisory services for industry, recommended standards of protection and suppliers of protective materials are published in the Department of Industry's updated Corrosion Prevention Directory. It is a revision of the first edition, published in November 1975.

There is also information on professional institutions, learned societies and associations concerned with corrosion, and published information including periodicals, books conference proceedings and films. Other sections include a glossary of corrosion terms and details about training and courses leading to formal qualifications.

'Corrosion Prevention Directory', edited by Dr P J Boden, Department of Metallurgy and Materials Science, University of Nottingham, is available from HMSO, price £3.25 net.

Fabric production machine safety: new booklet

Advice on machine safety in the weaving and non-woven fabric production sections of the cotton and allied fibres industry is given in a new booklet published on 10 May by the Health and Safety Executive. During 1977 there were 2500 reported accidents in the industry as a whole, of which more than 900 were in the weaving sector.

The booklet, which also gives advice on the guarding of knitting machines, is intended as a practical guide for manufacturers of machines as well as for the industry itself. The last in a series of four booklets, it illustrates the dangers from machinery used in fabric production and shows how they can be reduced or eliminated. Previous booklets dealt with machine safety in the spinning and winding sections of the industry.

'Safety in the Cotton and Allied Fibres Industry: Fabric Production' Health and Safety at Work series no. 49D, is available from HMSO, price 60p, plus postage.

Eye protection guidance published

Industrial accidents may account for nearly half of the casualties attending eye hospitals, said the Health and Safety Executive in a guidance note published on 11 May.

The note points out that no industry is entirely immune from eye hazards and it describes the five main groups of workers who are particularly at risk: workers liable to injury with cold metal; workers liable to injury with molten metal; miners and quarrymen; chemical industry workers; and workers with radiation, including lasers.

The note lists the reported minimum concentrations of a number of substances where eye effects have been observed and also describes various types of injuries and diseases. It stresses the importance of suitable eye protection where any risks exist, under statutory provisions including the protection of eyes regulations 1974.

'Eyes', a Guidance Note in the Medical Series 11, is available from HMSO, price 30p.

Planning permission: guide for industry

Free advice for industrialists on how to set about obtaining planning permission for development was published on 9 May by the Department of the Environment.

Replying to a parliamentary question Reg Freeson, Minister for Housing and Construction, explained that the booklet, 'Planning Permission – A Guide for Industry', prepared by the National Building Agency for the Department of the Environment, was one of the initiatives taken by the department in the context of the industrial strategy. It described the procedures for obtaining planning permission for industrial development in England and Wales and should prove a useful aid, particularly to small and medium-sized firms.

The booklet outlines nine steps which the industrial applicant will need to follow and explains some of the details which he might be asked to provide. Although not an authoritative interpretation of the law, the guide contains an outline of planning legislation and gives a list of addresses where further advice may be sought.

Copies of the booklet and its companions, 'Planning Permission – A Guide for Householders' and 'Planning Appeals – A Guide to Procedure', are available free from local authority planning departments in England and Wales, or from the Department of the Environment (Central), HQ Establishment, Information Division Building No 3, Victoria Road, South Ruislip, Middx HA4 ON3.

Mergers: towards a more critical policy

Should the government's competition policy be strengthened? Last November an interdepartmental group under Hans Leisner, chief economic adviser to the Departments of Industry, Trade and Prices and Consumer Protection, was asked to undertake a comprehensive review of monopolies and mergers policy. The group was asked in particular to study concentration in the ownership of industry in the UK. The findings summarised below were published as a green paper[1] on 10 May as a basis for consultation and discussion.

No one who has studied the frequency of mergers in the UK and the subsequent performance of the merged companies can have any doubt that a more effective monopolies and mergers policy is needed, said Roy Hattersley on 10 May.

Speaking at the London Business School he emphasised that, like all green papers, the review was less of a statement of government policy than a basis for consultation and discussion. 'We are open-minded about the extent and nature of the proposed new powers.'

The green paper – and the outcome of the discussion now beginning, he said, was part of the government's general strategy for managing the mixed economy. 'As a government we are committed to a policy of direct involvement in British industry. We have grown out of the belief that the mixed economy amounts to little more than a few state monopolies surrounded by lassez-faire private enterprise. Both sectors – public and private – will best serve the general interest if the possibility exists for the government to intervene where necessary.'

Mr Hattersley said the important question to be asked about the modern mixed economy concerned control not ownership. The recently published white paper on the nationalised industries had included an attempt to develop the proper relationship between the government and the public sector. The green paper represented a parallel process for the government's involvement with private enterprise.

'At the outset,' he said, 'I wish to make clear our intention that competition policy and the Industrial Strategy should complement each other rather than operate in conflict. I believe that, in general, competition promotes efficiency, encourages innovation, makes companies responsive to the needs of their customers. And I observe that often during the last 10 years mergers have eroded these advantages without bringing the advantages that their promoters claimed as justification for joining together.'

But, he continued, clearly there were occasions when amalgamation could provide genuine economies of scale. The necessity to create larger production units in appropriate industries would grow with Britain's increasing involvement in the wider European market.

Mr Hattersley said that mergers designed to fulfil specific economic objectives should be encouraged rather than prohibited. They were an essential feature of the Industrial Strategy and would be increasingly promoted by government initiative. They would be quite different in both intention and performance from most of the mergers that occurred during the merger boom of the 1960s. 'Thus the new policy must be selective in its application. It is not – and cannot be – the rigid and unreal application of a formula concerning market

[1] 'A Review of Monopolies and Mergers Policy', Cmnd 7198 (ISBN 0 10 171980 9), available from HM Stationery Office price £2.85 net.

Who to write to:

Representations on both the green paper and the proposed review on restrictive practices legislation should be sent to: Mr D. Sibbick, Department of Prices and Consumer Protection, Room 2003, Millbank Tower, SW1P 4QU.

Summary of conclusions . . .

☐ Increases in concentration may sometimes be necessary to achieve greater efficiency, but where such benefits are not realised the reduction in competition may be harmful.

☐ Mergers have often had disappointing results yet present mergers policy is based on the presumption that mergers are on balance beneficial.

☐ The present broad pattern of monopoly and mergers policy is still best suited to the needs of our economy, but a more critical policy towards mergers should be adopted and it should be shifted to a neutral approach. There is a case for defining oligopoly in terms of market structure.

☐ Certain uncompetitive practices have been repeatedly found to be against the public interest in Monopolies and Mergers Commission reports; but these practices often occur in circumstances that are not suitable for a monopoly investigation by the commission.

☐ The Industrial Strategy and competition policy are generally complementary. Competition policy can improve industrial performance but should continue to be sufficiently flexible to meet changing circumstances in industry as it adapts to intensified foreign competition.

☐ There is no serious conflict between the existing EEC rules of competition and UK competion legislation, but some aspects of EEC competition policy deserve further examination. There is a discernible trend in other industrialised countries towards the strengthening of competition policies and enforcement agencies.

☐ In principle there would be advantage in bringing the Monopolies and Mergers Commission and the Price Commission together in due course.

. . . and recommendations

The main recommendations contained in the report are outlined below:

Mergers

Mergers policy should be shifted to a neutral position by means of:

☐ a government statement explaining the new policy,

☐ provision of non-statutory guidelines to the mergers panel to ensure that all mergers that would have a significant effect on competition or economic power were critically assessed, and

☐ amendment of the Fair Trading Act 1973 to change the basis on which the Monopolies and Mergers Commission report on merger investigations and to require the commission, in determining the public interest, to take into account the detriment of reduced competition and increased concentration, as well as the desirability of restructuring to improve the international competitiveness of British industry in accordance with the objectives of the Industrial Strategy.

In addition, the gross assets criterion for referable mergers should be increased from £5 million to £8 million and the list of matters the commission take into account in determining public interest should be reviewed.

Monopolies

The case should be examined for extending the definition of monopoly to include a definition of oligopoly in terms of market structure. Consideration should also be given to dealing with certain uncompetitive practices by single firms outside the ambit of monopoly investigations.

Subjects for further study

These should include a review of restrictive practices legislation, studies necessary for detailed implementation of the group's recommendations on mergers and monopolies policy and proposals for bringing together the Monopolies and Mergers Commission and the Price Commission.

share or value of assets. We have to possess the power to choose between mergers we promote and mergers we prohibit.'

The report

The report studies in detail existing economic evidence about the level and effects of industrial concentration within the UK, the economic consequences of mergers and the behaviour of single firms in positions of market dominance. The evidence, it concludes, shows that concentration of UK industry increased rapidly in the 1950s and 1960s and continues at a level which exceeds that of most of the UK's international competition.

It is estimated the report says, that mergers, since the late 1950s have contributed at least half of the concentration in the UK. Mergers can produce tangible benefits – the economies of scale, wider production experience, more effective financial and marketing operations. Independent studies adopting different approaches had, however, shown that a high proportion – 50 per cent or more – of the mergers studied proved to be unprofitable. Yet the present merger policy is based on the presumption that mergers are, on balance, beneficial.

The report endorses the present underlying empirical approach to mergers policy where the merits of the proposal are examined case by case. It observes that 'countries . . . which have experimented with a rigid judicial approach . . . are tending to move away from it towards a more pragmatic policy.' But it says that merger proposals should be examined more critically. The group considered the possibility of reversing the presumption against which the examination is made.

It concluded that the evidence did not justify the general contention that a merger should be assumed to be against the public interest until it was, in a specific case, proved otherwise. The report recommends (see box) that policy should be based on a neutral view of a merger's merits and that each proposal should be examined on the evidence without any prejudgement about general undesirability or desirability.

The report also recommends that the government should make plain its intention to operate this more critical merger policy and should publish non-statutory guidelines to govern the work of the government's mergers panel to achieve that end. The rule on which those guidelines would be based says the report is 'whether a significant reduction in competition was foreseen. If it was, we should look critically at the prospects of benefits accruing to the economy'.

The report states that the application of such a policy would mean that, if the merger proposal came within the guidelines, 'companies would know that they needed to provide a convincing and well-argued case if a reference is to be avoided'.

The report envisages that the proportion of mergers referred to the Monopolies and Mergers Commission (MMC) might rise from the present 3 per cent to 12 per cent of all referable mergers, with a corresponding increase in the number judged to be against the public interest.

The report says the application of this policy would mean that the Fair Trading Act 1973 should be amended.

Sections 69 and 72 should be amended to require MMC to decide first whether or not the merger could prevent, restrict or distort competition or would have other adverse effects on the public interest. The commission would then assess the expected benefits from the proposed merger and the likelihood of them being achieved. Finally the commission would balance benefits and detriments and recommend what action should be taken.

Section 84 would need to be amended to supplement the matters relevant to the public interest which MMC is required to take into account. In future they should include the desirability of minimising the detriments of reduced competition and increased concentration and the desirability of restructuring to improve the international competitiveness of British industry.

The report proposes two major changes in the scope of reference for established monopolies. First it concludes that 'there appears to be a case for extending the definition of a monopoly . . . to include a definition of oligopoly in structural terms eg where a specified percentage of the UK supply of goods in question is supplied by four or five companies'.

Second, after examining the evidence of past Monopolies and Mergers Commission monopoly reports the report suggests for further study a variety of ways in which uncompetitive practices restrictions such as on the sale of competitors' goods, tie-in sales and full-line forcing might in future be prohibited or regulated.

Restrictive practices legislation

Mr Hattersley also announced the setting up of a further inter-departmental group, as recommended in the report, to carry out a review of the restrictive trade practices legislation and report by the late autumn. The review will be primarily concerned with considering how the effectiveness of the legislation can be improved, whether procedures under the legislation should be modified and the relationship of the legislation with the government's Industrial Strategy and the development of EEC competition policy.

It is not intended that the carrying out of the review should affect action by the Director General of Fair Trading in enforcing the existing legislation; and the review will not be concerned with individual cases.

Interested bodies are being invited to provide evidence about the legislation in writing to the group by the end of July if possible.

New publications

The craftsman: going it alone

Every week this page looks at publications of interest to a broad spectrum of the business world, covering advice on exporting, management, law, or the smaller business. But one sadly neglected section has been the craftsman. Over the past few years there has been a growing, possibly nostalgic, interest in the craft industries and many small workshops have been set up. For the aspiring craftsman who may be more accustomed to the sensibilities of artistic circles than the realities of the business world, the Crafts Advisory Committee has published 'Setting up a Workshop'.

It provides advice and guidance on many of the pitfalls which may lie ahead: 'Courage and energy are needed by any man or woman planning to set up in business on their own . . . What from the outside may look rather idyllic may from the inside feel all too precarious'. There is information on a variety of useful topics – financial and legal aspects of establishing a business, the problems of being self-employed, advice on day-to-day running and more specific aspects such as insurance and obtaining planning permission. The authors, all with practical experience in their fields, show a realistic approach providing throughout the text the names and addresses of helpful organisations.

For those undecided as to whether to take the plunge or for those who may already have got their feet wet, this handy paperback should find its way on to many workshop bookshelves.

Setting up a Workshop. Crafts Advisory Committee, 12 Waterloo Place, London SW1Y 4AU. 3rd edition. 1978. 47 pages; paperback 50 pence. (70 pence including postage and packing) (ISBN 0 90379825 5).

Export sales channels in the UK

First-hand knowledge of overseas markets is obviously best gained by visiting the country concerned. Of course, there are many avenues for making contacts with overseas buyers – in 1976 for example, some 20 per cent of British exports, worth over £5,000 million pounds, were bought through sales channels in this country. Such channels include foreign buyers visiting their countries UK-based offices and foreign state trading organisations. Each approach has something to offer the exporter. For many organisations however, particularly the new exporting firms and the smaller companies without the necessary expertise, the second method may be the only feasible one at first. It provides a useful starting point for testing potential markets and making new contacts.

The accountant will be able to extract all the information he needs.

Reproduced from 'Setting up a Workshop', published by the Crafts Advisory Committee.

Trade Research Publications, which was founded in 1974, sets itself the task of identifying the gaps in existing information on international trade and of publishing a series of guides and directories to fill them. Its latest venture is a directory providing a guide to these inward export channels.

An extremely useful introductory section provides basic information on how to sell to export buyers in the UK, the advantages and disadvantages of indirect exporting, the types of export buyer and export house and how to select the most suitable one. The directory contains a register of export buyers which includes full details of how to contact them, the type of products dealt with, the services provided by them and what they are looking for.

Information is provided on government services for exporters, with detailed data and listings of inward missions and the UK trade exhibitions programme, which provides dates of events until the summer of 1980.

This first edition has been based primarily on two sources – a written questionnaire and personal interviews. As such it must for the moment be limited in its coverage. Future editions will need to be expanded and updated (as the author himself admits).

As a first attempt it is certainly to be commended in its aim to 'identify the various export channels available to the British exporter in this country'. In doing so it has filled a noticeable gap in the generally available sources of information for the exporter.

The Directory of Export Buyers in the UK. Trade Research Publications, 6 Beech Hill Court, Berkhamsted, Herts. 1978. 178 pages; ringbound £25.00 (ISBN 0 904783 03 0).

Publications and opinions expressed on this page do not necessarily reflect the views of the government. Inquiries and submissions for review should be sent to *Trade and Industry*, New Publications Page, Room LG 17A, 1 Victoria Street, London SW1H 0ET, tel. 01-215 4136.

Report on company performance

Within certain sectors of industry, there is evidence of considerable variation in the level of performance. The situation prompted the Centre for Interfirm Comparison to investigate the factors associated with these differences by taking into account the effects of varying management policies and practices on company performance. After three years of research, the centre has published a report summarising its work.

Established in 1959 by the British Institute of Management in association with the British Productivity Council to conduct interfirm comparisons as a service to management, the Centre for Interfirm Comparison is now in a fortunate position. It has a unique collection of data which has been accumulated over almost two decades as a result of various projects. The present survey has made use of much of this material, concentrating specifically on seven unnamed industries covering some 240 firms.

The main objects of the report were to ascertain the relationship between relative business success and, on the one hand, particular areas of operating performance (in ratio terms) and, on the other, the adoption of particular management policies and practices. As a result of the study some interesting conclusions were drawn.

One clear, overall message is that, in determining overall success or failure of a company, the performance of management in using resources effectively is more important than inadequate or ageing plant and equipment.

In addition to the first volume – the main report which describes the objects and methods of the survey – there are two additional volumes. These provide the tabulated results, diagrams, a bibliography and the statistical results.

This is the first time that CFIC has used survey data to draw general conclusions on factors influencing performance. It hopes to extend its research to produce more reports along these lines in the future.

Management Policies and Practices and Business Performance: a report, by the Centre for Interfirm Comparison. Available from the Centre for Interfirm Comparison, 25 Bloomsbury Square, London WC1A 2PJ. 1977. 3 volumes; ringbound £60.00. (ISBN 0 90635200 2).

The books reviewed above – and many other business books are available immediately from stock at these booksellers.

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Technology news

Plastics substitute for asbestos in reinforcing cement

The veil-like polypropylene mesh in the picture promises to be a safe and cheap substitute for the asbestos used in products made from asbestos cement. At the University of Surrey, researchers have developed a new building material using fibrillated plastic – mechanically treated to produce a split film that can be expanded to form a continuous open network – as a reinforcement for cement.

The material has been developed in the university's civil engineering department and is a strong composite that can absorb considerable impacts without damage. It is also more ductile than asbestos cement – characteristics that make it usable in the fabrication of some engineering and building components for which the brittle asbestos product is unsuitable. The plastic does not present the potential health hazards associated with asbestos and the new material may well have far reaching effects on the future production of many building materials that have traditionally contained asbestos.

Manufacturing techniques are already being developed based on the university experiments and licensing agreements have already been concluded with major companies in Britain, Italy and the Netherlands. Patents have been filed in 20 countries.

This plastic substitute for asbestos used in reinforcing cement has been developed by Surrey University which expects the new material to be on the market in about two years.

BSI standard for water treatment for land boilers revised

The standard for treatment of water for land boilers, BS 2486, has been extensively revised to reflect nearly a quarter-of-a-century of technological progress that has brought about major advances in design and improved methods of water treatment. Safety and economy is the predominant theme of this British Standards Institution revision, intended primarily for engineers and operators of industrial steam-generating plant. Steam is used by many branches of industry, notably those involved in the manufacture of chemicals, steel, rubber, plastics, furniture, paper, paint, jam and even coal mining and hospitals.

When the standard first appeared in 1954 the subject was by no means new, but was said to be seldom understood by boiler operators, and the treatment of feed and boiler water tended to be haphazard. Now BSI considers that it has become necessary to revise the standard to meet the more stringent demands of modern boiler equipment.

A major objective has been to provide specific recommendations on water treatment for any combination of steam requirements, water supply and boiler plant. Since users of the standard may not have had formal chemistry training, BSI have aimed to simplify technical concepts and provide a text that is easily understood.

Perhaps the most significant trend in modern water treatment says the BSI has been the development of methods using ion exchange resins and their ascendancy over other external techniques which remove impurities before the water reaches the boiler feed pump. Twenty years ago lime-soda was widely-used for this purpose and is considered to be still appropriate in some circumstances, notably where its ability to clarify as well as soften can be exploited, provided that the resulting sludge can be disposed.

The principles of the so-called base exchange water-softening process and similar systems are dealt with in detail with the object of enabling users of the standard to understand not only the concepts involved but also some of the side effects, such as 'slip' or 'leakage', and the problem of organic fouling.

According to BSI, precipitation processes and the various ion exchange procedures can be combined in several ways to produce, with the utmost economy, water of the desired quality from a raw (ie untreated) source. The standard incorporates examples of such combinations and explains the working principles.

Copies of BS 2486 can be obtained from BSI sales department, 101 Pentonville Road, London N1 9ND, price £7.80.

Early success for ultrasonic process-control equipment

Harwell has just successfully commissioned and delivered a number of new flexible and comprehensive modular ultrasonic systems for the remote monitoring of parameters important in the control of chemical plant. They will be used for detecting liquid surfaces and liquid to liquid interfaces, and for measuring solution concentrations.

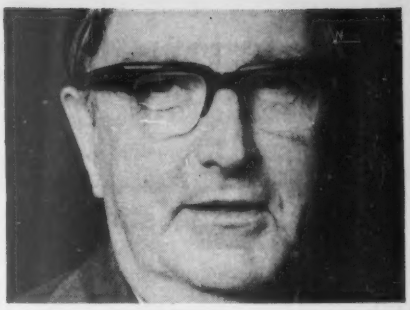
The systems were produced for the nuclear fuel reprocessing plant at Dounreay, where they will help to streamline control of the plant. Harwell is now keen to transfer this technology to the chemical industry in general and has already attracted a major industrial sponsor to fund work on developing interface sensors for chemical reactors.

Organisations that might be interested in applying these new techniques, according to the research laboratory, are those needing a monitoring system which necessitates the sensor being out of contact with the liquid. Examples of this might be in sterile, highly corrosive, reactive or otherwise hazardous industrial environments.

The work is being coordinated at Harwell by Dr R. C. Asher of the Instrumentation and Applied Physics Division. He would be pleased to hear from organisations interested in sponsoring research and development work in this field.

Further information: circle 626

Science and engineering: the Department of Industry partnership



Dr Duncan Davies's new Department of Industry title, Chief Scientist and Engineer, reflects on the increasing policy advice given by his science and technology group on matters in which science and engineering combine, such as aerospace technology, advances in transport and communications and the applications of micro-electronics. Dr Davies, who also has administrative responsibility for the department's industrial research establishments and for purchasing technology through the requirements boards, outlines the department's approach to technology in the light of the government's Industrial Strategy.

Fruitful industrial investment, as well as the Industrial Strategy, depends upon an excellent combination of good market perception, good engineering, good science, and the efforts of able and motivated people. The first generates the cash, and needs the second to make the goods, the third to provide the exclusive and competitive ideas, and the fourth to make it all happen. Government can help provide the right climate in several ways, but from the viewpoint of the Department of Industry's science and technology group, these can be grouped under four headings.

Policy making

The most important is the provision of technological advice and assistance in policy making. One such case is the choice between American, European and domestic United Kingdom partnerships in the buying and making of civil aircraft, when it is vital to know the present and likely future strengths of different companies and engine and airframe technologies, all over the world, in relation to demands for airline seats and agreements about routes. Another is the linkage between new micro-electronic telephone switching technology, different data carrying links including optical fibres, satellite links, microwaves, and orthodox cables, and new peripheral services such as the transmission of diagrams and big data packages, and presentation of information on ordinary television screens – Viewdata and Teletext, for example.

Another is the assessment of the impact of different transport systems aimed at fuel problems – electric vehicles, diesels, sophisticated engine controls, lightweight vehicles, or even a greater use of telecommunications. Behind the choices between these options lies a need to understand likely science trends, and to allow for the unexpected. In this way, the department's scientists and engineers should expect to play a big part in helping ministers to sort out complex situations, and look at the longer term. In virtually all issues, the practical and design skills of the engineer need to be linked closely with the analysis and imagination of the scientists, as well as the experience of administrators.

Awareness of foreign competition

The other three headings, all important, relate to back-up. One is the general understanding and awareness of events outside the United Kingdom, and especially in the technologically advanced European countries as well as Japan and the United States. It is disastrous not to take all possible advantage of new developments everywhere, or not to know about competition that will affect both export markets and the attractiveness of foreign wares in the UK markets.

The Department of Industry is responsible for the science and technology counsellors and their units in five embassies, and for technological contacts elsewhere. Again, science and engineering skills are needed in close conjunction.

Purchase of technology

Another back-up is provided by the purchase of technology, mainly through the requirements boards. Although these are sometimes thought of as agencies that mainly look after science and research, most of their money goes into engineering – which, however, is less effective and perhaps even obsolete without its smaller but crucial science support. The boards seek only to promote work that is right for government to finance, and to do so where possible by work in the private sector: this automatically creates links between technology development, market research, and plant investment.

The boards underpin effort on better use of engineering materials – new and old, less heavy storage batteries, standards, specifications and methodology for process control and many other jobs that call for engineering skill backed by science.

Industrial research establishments

Finally, there is the back-up of work in the department's own establishments, which are free to operate for outside customers but have internal duties associated with legislation. Some, but by no means all, is paid for by the department's own requirements boards, but an increasing proportion of contracts are placed by private industry and other departments, thus ensuring an awareness of market needs.

Again, more of the work is engineering, but the science is crucial. A recent example is the provision of a tower out at sea for the measurement of wave pressures relevant to the performance of oil platforms and other structures. The greater part of the money was spent on the awkward matter of the deployment of the tower, which set some very challenging engineering problems. However, the data is all collected on a science base and transmitted ashore – without manning of the tower – by sophisticated data-links.

The key role of engineering – and some of the UK's difficulties in keeping up with thrusting foreign competitors – was stated in the semi-official document (Industry, Education, and Management), issued last year. Yet the technological heads of ministerial staffs are called chief scientists and appointed on the basis of thinking about the important, but narrower, matter of the management of government research. We believe that engineering needs to be brought much more explicitly into the picture, but not in such a way as to denigrate or disable science, whose support – and whose inventive thrust – is as necessary as ever.

It is for this reason that I, as the Department of Industry's chief scientist, have been asked to regard myself, and become regarded, as the chief scientist and engineer. Although I was educated as a scientist, most of my life has been spent in doing jobs in partnership with engineers – as well as marketing people and other colleagues. So I hope that enough has rubbed off on me to provide the joint skills that we so obviously have to use and improve.

Tower built for scientific data on wave power: deployment posed special engineering problems

New products

Component test station for electronics

A component meter and a batch testing jig introduced by Wayne Kerr of Slough form a complete component test station for electrical and electronic equipment makers and design or test laboratories.

The Model B 424 automatic tester shows component values to an accuracy of 0.25 per cent on a liquid-crystal display, which indicates up to 1999 with automatic decimal point together with the appropriate electrical values from the following three ranges – 0.1 pF to 20 000 microfarads, 0.1 microhenries to 2 kH, and 10 milli-ohms to 20 mega-ohms. No calibration or correction factors are required, thus eliminating most common sources of operator error. Dimensions of the tester are 350 mm wide × 280 mm deep × 100 mm high and it weighs about 3 kg.

The ancillary Model CA 4 jig incorporates presetting controls that need no external standards or other equipment. Coloured lamps denoting high, pass and low provide unambiguous indication for each component during batch testing procedures. The jig accepts axial, radial or preformed leads by speedy and positive one-handed location; crocodile clip-on leads can be used for large components.

Frequency and amplitude of the appropriate signal is selected automatically to suit the type and value of a component under test. A special feature of the equipment is its low level of test signal which enables direct measurements to be taken of high-permeability iron-cored components including tape-recorder heads and microphone transformers.

Dimensions of the jig are 235 mm wide × 75 mm high × 150 mm deep; its weight is approximately 5 kg.

Further information: circle 627

Separator makes stone-free seed beds

A tractor-drawn stone-separator that removes stones from the ground during the preparation of seed beds has been introduced by Benedict (Agricultural) Ltd of Nottinghamshire. The separator will deal with an area of up to 1.83 metres wide in one pass.

As the separator is drawn along shares dig into the soil forcing soil and stones up onto an endless chain. The soil drops through and the stones are transferred by a rear cross conveyor to the outer edges of the machine. There, shares cut deep into the soil making channels for the stones to be buried by the action of the road wheels that force the discarded stones well down into the channel bottoms.

Alternatively, the stones can be completely removed from the site by the addition of a loading elevator, or a stone crusher can be fitted. The conveyor chains are powered by the tractor's power-take-off system, and stub-axle power steering is fitted which provides control and manoeuvrability.

Further information: circle 628

Gordon Beattie, a Scottish farmer, checks the operation of tractor-drawn stone-separator he has designed for preparing seed beds.

Navigation lantern meets international rules

With warning morse lamp and anchor/all-round white light this triple function mast head port/starboard/stern lantern from Flint and Brown Ltd, complies with the latest IMCO regulations. Granted a certificate of approval by Department of Trade, it forms part of the Marinaspec range of high-quality navigation lights designed for craft up to 20 m. Each lantern incorporates 20 W 12 V quartz halogen filament bulbs which use 25 per cent less battery current than conventional 25 W tungsten lamps and have a higher intrinsic light output.

Further information: circle 629

Massive hydro-pneumatic *press speeds production*

A 3-tonnes capacity hydro-pneumatic bench press from P. J. Hare Ltd can achieve rates of up to 40 electronic or electrical components a minute. The press, operated at an airline pressure of 550 kPa (5.5 bar or 80 lbf/in²) is claimed by its manufacturers to offer the advantages of a hydraulic press at the price of a toggle press.

The specially developed hydro-pneumatic system provides the AM300 with a fast and consistent 0-16 mm power stroke at any point in its total stroke of 100 mm. Air is used only during the power stroke and its consumption varies from 1.4 dm³/sec over 1 mm travel to 6.3 dm³/sec over the full 16 mm. An adjustable dead stop and guard lock system ensures that the set load or stroke length is achieved on each cycle.

Further information: circle 630

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

Parliament

Monday, 8 May

Concorde expenditure

Terry Walker (Kingswood) asked the Secretary of State for Industry, what was his latest estimate of the development and production costs of Concorde, and production receipts; and what was the net government commitment to production expenditures.

Mr Kaufman replied that the latest estimate of the manufacturers' total development costs in Britain and France was £1,137 million. The expenditure was divided as follows between actual past expenditure and estimated future expenditure.

£ million

	British expenditure	French expenditure	Both countries
Actual costs from 29 November 1962 to 31 December 1977 at the prices and exchange rates prevailing when the costs were incurred	532	530 (6302 Fr. m)	1062
Estimated costs from 1 January 1978 to completion of programme at January 1978 prices and at an exchange rate of £1 = 9.0 francs	43	32	75
Totals	*575*	*562*	*1137*

The latest estimates of the manufacturers' total production costs to the end of 1978 were £352 million in the UK and 3330 million francs in France. This was divided as between actual past expenditure and estimated future expenditure as follows:

	Britain £ m	France Fr. m
Actual costs to 31 December 1977 at the prices and exchange rates prevailing when the costs were incurred	306	2920
Estimated costs from 1 January 1978 to 31 December 1978 at January 1978 prices and at an exchange rate of £1 = 9.0 francs	46	410
Totals	352	3330

Without taking account of possible receipts from further sales or leases the latest estimates of the manufacturers' receipts from the sale of aircraft, and from sale or lease of engines and spares to the end of 1978 was £139 million in the UK and 1489 million francs in France. This was divided as between actual past receipts and estimated future receipts as follows:

	Britain £ m	France Fr. m
Actual receipts to 31 December 1977 at prices and exchange rates prevailing when income was received	119	1437
Estimated receipts from 1 January 1978 to 31 December 1978 at January 1978 prices and at an exchange rate of £1 = 9.0 francs	20	52
Totals	139	1489

The government's net commitment to Concorde production expenditures now stood at £259 million, and net expenditures to 31 March 1978 at £206 million.

Sperm oil

Stanley Newens (Harlow) asked the Secretary of State for Industry, if he would indicate the progress made into research into substitutes for sperm oil with the support of his department; and when a report would be published.

Mr Cryer said that for some time now his department had been involved in promoting research into substitutes for sperm oil. In 1975 his department commissioned the British Leather Manufacturers' Research Association to carry out a study into the properties of sperm oil and its application in the leather industry, culminating in the publication of a report in July 1976 entitled *The Utilisation of Sperm Oil in the Leather Industry*. His department was now funding through the Garments and Allied Industries Requirements Board a further BLMRA study on sperm oil and available substitutes; their final report was due this autumn.

Grants for small firms

Nigel Spearing (Newham South) asked the Secretary of State for Industry, what arrangement he had made for interest-relief grants for small firms; what were the qualifying terms for such grants; what moneys had so far been expended on such grants; and how much had been associated with principal loans from the European Investment Bank.

Mr Cryer said that small firms may qualify for interest-relief grants for projects with employment benefits in the assisted areas under section 7 of the Industry Act 1972, and for grants available through sectoral schemes under section 8. Statistics of the assistance provided were not broken down by size of firm. Under the scheme announced on 15 December 1977, up to £20 million was available in loans from the European Investment Bank for seven years at 7½ per cent, plus 1 per cent for a guarantee against the exchange risk. Several applications from small firms (ie under 200 employees) were under consideration.

Regional development grants

Teddy Taylor (Glasgow, Cathcart) asked the Secretary of State for Industry, what steps he was taking to reduce the delay in paying regional development grants; and if he would take steps to pay interest to claimants in cases where payment was unreasonably delayed.

Mr Cryer said that over the life of the regional development grant scheme the average time taken to process applications had been 13 weeks. The average time taken at present had been 15 weeks and he did not regard this situation as requiring special measures, particularly as the position was kept under constant review. If the questioner had a particular case in mind, Mr Cryer would be happy to investigate it. Payment of interest would not be appropriate because more public expenditure would be involved and because payments of grant were discretionary and it was not possible to define a date when they fell due. General rules describing 'unreasonable delay' would not therefore be appropriate.

NEB investments

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, if he would list the National Enterprise Board's investments in the East Midlands and the West Midlands regions, respectively, giving the name and location of the companies involved.

Mr Huckfield said that the board had investments in the following companies in these regions:

EAST MIDLANDS	
British Leyland Ltd	Leicester
British Leyland Ltd	Grantham
Herbert Ltd	*Lutterworth*
Rolls-Royce Ltd	Derby
Rolls-Royce Ltd	Hucknall
Rolls-Royce Ltd	*Leicester*
Sandiacre Electrics Ltd	Nottingham
Systems Programming Holdings Ltd	Nottingham
WEST MIDLANDS	
British Leyland Ltd	Coventry
British Leyland Ltd	Solihull
British Leyland Ltd	Birmingham
British Leyland Ltd	Wolverhampton
Herbert Ltd	*Birmingham*
Herbert Ltd	Coventry
Hydraroll Ltd	Birmingham
ICL Ltd	Kidsgrove
ICL Ltd	Bradwood, Staffs
Packaging Methods Ltd	Northampton
Rolls-Royce Ltd	Coventry
Twinlock Ltd	Birmingham

Ministers

Department of Industry

Secretary of State: Eric Varley
Ministers of State: Alan Williams
Gerald Kaufman
Parliamentary Under-Secretaries of State: Robert Cryer
Leslie Huckfield

Department of Trade

Secretary of State: Edmund Dell
Parliamentary Under-Secretaries of State: Michael Meacher
Stanley Clinton Davis

Department of Prices and Consumer Protection

Secretary of State: Roy Hattersley
Minister of State: John Fraser
Parliamentary Under-Secretary of State: Robert Maclennan

Investment in manufacturing

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, what was his department's latest estimate of the probable level of investment in manufacturing industry in the next 12 months.

Mr Cryer said that his department's latest investment intentions survey, carried out in November and early December of last year, indicated an increase in the volume of investment by manufacturing industry of between 10 per cent and 13 per cent in 1978 over 1977. The latest estimate of investment for 1977 was £1,761 million at 1970 prices.

Steel pipes

Patrick Wall (Haltemprice) asked the Secretary of State for Industry, what date would the first British plant for the mass production of steel pipes of large diameters be in production.

Mr Huckfield replied that the British Steel Corporation already manufactured large diameter pipes at Hartlepool, Stockton and Clydesdale. There were also private sector facilities for producing such pipes at Motherwell and Ipswich. Expenditure was at present being incurred by the British Steel Corporation on enhancing facilities at the 44 inch diameter pipemill at Hartlepool.

South African subsidiaries

Christopher Price (Lewisham West) asked the Secretary of State for Trade, what arrangements he had now made to monitor compliance by United Kingdom firms with the EEC code of conduct for European companies with subsidiaries in South Africa; and in what way he intended to report the results of such monitoring to the House.

Mr Dell said that the code provided for annual report by companies and annual reviews by governments. The department intended that these reports would be thoroughly assessed and the results published.

Sound-proofing grants

Margaret Bain (East Dunbartonshire) asked the Secretary of State for Trade, what had been the total level of central government expenditure on sound-proofing grants for: (a) public, and (b) private buildings surrounding each of the United Kingdom's civil airports in each of the last five years.

Mr Clinton Davis replied: none. Sound insulation grants schemes, whether made by central government under section 29A of the Civil Aviation Act 1971 or by airport authorities, were financed by the airport authority concerned.

Aid for shipping companies

James Johnson (Kingston upon Hull West) asked the Secretary of State for Trade, whether, in view of the current world shipping recession, he would take steps to help those United Kingdom shipping companies which may otherwise have to sell their ships.

Mr Dell replied that by agreement with the Secretary of State for Industry, and in consultation with the clearing banks, he was prepared to consider the limited extension of government guarantees given on loans made under section 10 of the Industry Act 1972. He intended to make this facility available to companies which had short term problems, and no recourse to other sources of finance, but which were

expected with the aid of such moratoria to be able to *come through this recession as viable entities.*

Common fund

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Trade, whether the recent preparatory meeting of UNCTAD at minister's' level had completed preparations for a further full meeting on the common fund.

Mr Dell said that there was no substantial discussion of the common fund at the meeting, at ministerial level, of the UNCTAD trade and development board on 6 to 11 March. Informal consultations were, however, in progress on the possibility of resuming the negotiations on the common fund. The Commonwealth ministerial meeting in London on 13 to 14 April may have improved the prospects for such a resumption.

Scottish islands air traffic

Mr Grimond (Orkney and Zetland) asked what would be the increase in air traffic at Sumburgh Shetland and Grimsetter Orkney airports over the next five years.

Mr Clinton Davis answered that there were 398 000 passengers at Sumburgh in 1977; the aerodrome was being developed to cater for 800 000 passengers a year. At Kirkwall (Grimsetter) there were 112 000 passengers in 1977, and there were expected to be 134 000 in 1982.

Animal imports for research

Max Madden (Sowerby) asked the Secretary of State for Trade, if he would list types of animals which were imported into the United Kingdom over each of the last five years for the purpose of research experimentation; and what regulations governed their importation.

Mr Meacher said that animals imported for research experimentation are not separately distinguished in the trade statistics. So far as his department was concerned, any live animal may be freely imported into the United Kingdom under the provisions of the open general import licence, that is, without the need for an individual import licence. The Ministry of Agriculture, Fisheries and Food, and the Department of the Environment had powers to licence imports of animals in order to prevent disease and for conservation purposes respectively.

Instant coffee

Clement Freud (Isle of Ely) asked the Secretary of State for Prices and Consumer Protection, what was currently the maximum permitted mark-up by the grocery trade for instant coffee.

Mr Maclennan answered that profit margins on instant coffee were not separately controlled under statutory powers. The voluntary agreement limiting margins on certain coffee lines ended in February. Margins on instant coffee in the grocery trade were therefore those resulting from the operation of normal market forces. Retailers' margins generally remained subject to the price code.

Purchase of Spillers bakeries

Paul Hawkins (South West Norfolk) asked the Secretary of State for Prices and Consumer Protection, why he did not approach the larger independent millers and plant bakery companies, in particular, Messrs Bugbrooke Mills' Fine Lady Bakeries, to buy the 23 Spillers bakeries to be closed.

Mr Hattersley said that the circumstances in which the government were told of the imminent withdrawal of Spillers from baking – at very short notice and in confidence – required them to accept Spillers' assessment that there was no possible alternative to the plan they proposed. They specifically told the government that they had considered – but had ruled out – the possibility of a sale to independent bakeries of the plants that were to be closed.

Measure for sand

Richard Body (Holland with Boston) asked the Secretary of State for Prices and Consumer Protection, what steps he proposed to take to make it illegal, in accordance with EEC directive 770/76, to sell sand and ballast in cubic yards; and how many lorries used for transporting sand and ballast were calibrated in cubic yards.

Mr Fraser said that the Units of Measurement Regulations 1978 (SI 1978 no. 484) which came into operation on 27 April implemented that part of EEC directive 76/770. The regulations cease to authorise the use of a number of units including the cubic yard for sand and ballast. The directive generally required the cubic yard to be phased out with effect from 31 December 1977 but there were provisions allowing the continued use of existing equipment. In accordance with this the regulations provided for the continued use, for the purposes of transactions in *ballast (including sand) or agricultural materials*, of existing measures of ¼ cubic yard or any multiple thereof until 31 December 1978, provided that such measures had been passed as fit for use for trade and officially stamped before 27 April 1978. No information was available about the number of lorries calibrated in cubic yards but since the authorisation of measures of 0.2 cubic metre and multiples thereof in January 1971, an increasing number of lorries had been calibrated in cubic metres.

Tuesday, 9 May

Shipbuilding

Margaret Bain (East Dunbartonshire) asked the Secretary of State for Industry if he would make a statement on the future of the Intervention Fund for shipbuilding in Great Britain in light of his recent negotiations with Vicomte Davignon of the EEC; and when decisions were likely to be taken on the EEC commissioner's proposal for a 40 per cent reduction in EEC shipbuilding capacity within the next few years.

Mr Huckfield replied that no negotiations had taken place with Viscount Davignon. The Minister of State, had discussed the renewal of the intervention fund with commissioner Vouel and consultations between the department and the commission were currently taking place. The commission's proposals for the re-organisation of the community shipbuilding industry were still being studied by member states.

Sumburgh helicopter rescue

Iain Sproat (Aberdeen South) asked the Secretary of State for Trade, when a full helicopter rescue capability was to be established at Sumburgh.

Mr Clinton Davis said that negotiations about the provision of a new helicopter rescue capability at Sumburgh were proceeding in the light of other facilities available and planned. Commercial helicopters based there had been able to respond to emergency calls and these arrangements continued.

Wednesday, 10 May

Norwegian fish

James Johnson (Kingston upon Hull West) asked the Secretary of State for Trade, if, in view of the increasing difficulty being experienced by Hull fish merchants in obtaining adequate supplies of wetfish, in particular from Norway, he would reduce the 15 per cent import duty upon Norwegian fish.

Mr Meacher said that decisions to reduce import duties were taken by the EEC council. Discussions had been taking place in Brussels recently about the possibility of reducing temporarily the duty on certain white fish. Subject to approval by the council, duties on cod, haddock, hake and hake fillets imported for use by the processing industry would be reduced to 10 per cent for six months from 1 July. These reductions, which would be reviewed in the autumn, would apply to Norwegian fish.

Diabetic food products

Jim Craigen (Glasgow, Maryhill) asked the Secretary of State for Prices and Consumer Protection, if he would ask the Price Commission to investigate profit margins in the manufacture of diabetic food products.

Mr Maclennan replied that the Secretary of State had no present plans to do so, but he would bear the questioner's suggestion in mind.

Thursday, 11 May

Accounting standards

Timothy Smith (Ashfield) asked what was the present policy on the production of accounting standards.

Mr Clinton Davis said that accounting standards were drafted by the accounting standards committee taking account of the relevant legislative requirements. Responsibility for promulgation and enforcement lay with the councils of the six accountancy bodies which made up the ASC. In undertaking this work the profession had the government's support.

Microprocessors

Ian Lloyd (Havant and Waterloo) asked the Secretary of State for Industry, when he expected to receive the report of the advisory council on applied research and development committee on microprocessors.

Mr Huckfield answered that the applications of solid state technology working party was expected to make its first report to the advisory council for applied research and development in June this year and the advisory council's examination of the report should be completed during the autumn.

Cornish mineral industry

David Mudd (Falmouth and Camborne) asked the Secretary of State for Industry, if he would set up a full inquiry into the future demand for Cornish-produced tin, and to explore ways of safeguarding production and employment in the Cornwall minerals-based industries.

Mr Cryer said that whilst he certainly shared the general concern at the decision by the owners of the Wellington and Wheal Jane mines to close them, and strongly support the view that no possibility which would offer a reasonable expectation of operating either of them on a viable basis should be ignored, he did not consider that a general enquiry would prove of practical value in the cases in question.

Japanese vehicle plant in UK

Doug Hoyle (Nelson and Colne) asked the Secretary of State for Industry, what discussions he had had with Japanese companies regarding the establishment of a commercial vehicle assembly plant in the United Kingdom.

Mr Williams replied: none.

Non-domiciled seafarers

Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Trade, if he had yet reached a decision on the report of the working group on the employment of non-domiciled seafarers, which was published on 1 February 1978.

Mr Clinton Davis replied that the government endorsed the general approach to the removal of wage discrimination recommended in the report. UK shipowners concerned had agreed to pay the first instalment in accordance with the group's recommendations with effect from 1 April 1978 but the details and arrangements for making the payment in the different countries had yet to be finalised. He would like to reiterate his appreciation for the work undertaken in producing this unanimous report by all those who served on the working group.

Consumer credit licences

John Lee (Birmingham, Handsworth) asked the Secretary of State for Prices and Consumer Protection, how many applications for licences under the various provisions of the Consumer Credit Act had been lodged; how many such applications had been rejected; and how many appeals against refusal of licence were now awaiting adjudication in his department.

Mr Fraser said that since the act imposed on the Director General of Fair Trading the duty of administering the licensing system, he was asking him to write to the questioner about the number of licence applications lodged and rejected. One appeal against refusal of a licence was awaiting adjudication.

Friday, 12 May

Aircraft purchasing policy

W. W. Hamilton (Central Fife) asked about the future aircraft purchasing policy of British Airways, in the context of safeguarding the future of the British aerospace industry.

Mr Dell said that British Airways' policy on aircraft purchases was to apply commercial criteria in considering fleet replacements in order to select the aircraft which best met the airline's requirements. Government approval was required for all British Airways' aircraft acquisitions and, in reaching decisions he took into account all relevant factors, including the interests of the British aerospace industry.

Financial duties of British Aerospace

Ron Thomas (Bristol North West) asked the Secretary of State for Industry whether he had yet made a determination of the financial duties of British Aerospace.

Mr Gerald Kaufman said that in accordance with section 10 of the Aircraft and Shipbuilding Industries Act 1977, the secretary of state had made, with the approval of the Treasury and after consulting British Aerospace, the first determination of financial duties for British Aerospce. The secretary of state had notified British Aerospace that it had a duty in its current accounting year, which ends on 31 December 1978, to seek to achieve a return on average net assets of 20 per cent, equivalent to a profit before interest and tax of £62 million. A copy of this determination has been placed before each House of Parliament. Financial Duties covering a longer period would be determined when the corporation's plans were more fully developed.

Textile and clothing industry

Mike Noble (Rossendale) asked the Secretary of State for Industry what discussions he had had with industry ministers in the EEC on restructuring the textile and clothing industry; and if he would make a statement.

Mr Cryer answered that there had as yet been no such discussions. The EEC commission had referred to the need for an industry policy for the community textile and clothing industry, involving the possibility of restructuring, but so far, except in relation to synthetic fibre production, there had been no detailed indication of what they had in mind. His department expected to be kept closely in touch in the formulation of any firm proposals. On synthetic fibres, the commission had asked member states to ban state aids towards the creation of incremental capacity for a two-year period. There had been discussions between the EEC producers and the commission about the problem of excess capacity, and he understood that the producers were expected to put formal proposals to the commission very shortly.

British standard

Richard Wainwright (Colne Valley) asked the Secretary of State for Prices and Consumer Protection when he expected the publication of the British standard now being prepared by the relevant technical committee of the British Standards Institution to be ready.

Mr Fraser said that he understood that methods of test for the ignitability of upholstered seating referred to in his reply of 4 May would be published by the British Standards Institution on 31 May 1978 as a draft for development

Advance factories

Kenneth Clarke (Rushcliffe) asked the Secretary of State for Industry, what consultation takes place between his department and local authorities outside the assisted areas about the advance factory building programmes carried out by some of those authorities.

Mr Cryer replied that local authorities outside the assisted areas consulted his department about their proposals for advance factories if an industrial development certificate was required. In addition proposals for advance factories within the partnership areas of inner Birmingham and inner London may be discussed within the partnership machinery. The department was also consulted by the Department of the Environment about applications for government assistance for factory building under the urban programme.

NEB salaries

Sir John Rodgers (Sevenoaks) asked what were the salaries paid to the chairman, the deupty chairman, part-time members and divisional heads of the national enterprise board.

Mr Huckfield replied that the salary for the chairman's post was £33,660; that of the deputy chairman, £27,550; and that of a part-time board member, £1000. The salaries of the board's divisional heads were a matter for the board.

Information officers

Fred Silvester (Manchester, Withington) asked the Secretary of State for Industry, how many information officers, excluding inquiry office and library staff, were employed in his department, showing separately how many of these are employed in public relations and free media publicity, in art work and design, in photography, in film production, in the production of publications, and in liaison with advertising agencies.

Mr Huckfield replied that his department employed 58 information officers, excluding inquiry office staff. Of these 14 were engaged on public relations and free media publicity, 21 on production of publications and 23 on multi-disciplinary activities. In all, 44 of these staff also provided a common service to the Departments of Trade and Prices and Consumer Protection.

Stock exchange code

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade if he was satisfied with the effectiveness of the stock exchange code currently in operation for the prevention of insider trading and other similar abuses.

Mr Clinton Davis said that the initiative of the stock exchange in producing this code had the support of the government. The code did not however obviate the need for legislation, as soon as the parliamentary timetable permitted, to make insider dealing a criminal offence.

Merchant shipping bill

Kevin McNamara (Kingston upon Hull Central) asked the Secretary of State for Trade when he intended to introduce a new merchant shipping bill.

Mr Dell replied that unfortunately it was most unlikely that parliamentary time could be found for a bill this session. However a white paper entitled *Action on Safety and Pollution at Sea: New Merchant Shipping Bill* was to be published on 15 May: this would include draft clauses and an explanatory memorandum.

Maritime pollution

John Lee (Birmingham, Handsworth) asked the Secretary of State for Trade, if he was satisfied with the current operation of the law governing liability for maritime pollution.

Mr Clinton Davis answered that the general rules of law apply. For pollution damage caused by bulk oil cargoes, special provisions existed which would be broadly satisfactory when the international fund convention came into force, probably this year.

Electrical switches

A. J. Beith (Berwick upon Tweed) asked the Secretary of State for Trade, what restrictions had been imposed on the sale of Crabtree 3100 and 3010 ac/dc electrical switches; whether he regarded these switches as unsafe for use in boats; and what alternatives to these switches were available for direct current circuits on fishing vessels.

Mr Clinton Davis answered that he had no knowledge of a restriction on the sale of such switches which he understood were designed primarily for use in domestic household installations. Switches of this type may not be suitable for certain uses in boats' electrical systems on safety grounds in all weather and operational circumstances that could be encountered. There were alternative suitable switches available for use in direct current circuits on fishing vessels on which his department's fishing vessel surveyors are ready to advise.

Assistance to projects in Cheshire

Alistair Goodlad (Northwich) asked what was the total expenditure on regional grants and assistance granted to each of the employment areas in Cheshire during 1975, 1976 and 1977; what amount this represents as expenditure for each member of the working population; and what the comparable figure was for the United Kingdom as a whole.

Mr Cryer said that selective financial assistance had been offered under section 7 and 8 of the Industry Act 1972 as follows:

Calendar year	Travel-to-work area	Section 7 £	Section 8 £	Total £	assistance per head of working population £
1975	Congleton	62,250	—	62 250	7.18
	Crewe	110 542	—	110 542	2.02
	Chester	—	—	—	—
	Macclesfield	29 361	—	29 361	1.06
	Northwich	7,560	—	7 560	0.19
	Widnes	271 940	—	271 940	4.97
	Warrington	105 506	—	105 506	1.35
	Ellesmere Port	1 761 196	—	1 761 196	2.75
1976	Congleton	49 690	—	49 690	5.72
	Crewe	125 800	387 000	512 800	9.36
	Chester	7 420	—	7 420	0.12
	Macclesfield	—	—	—	—
	Northwich	696	—	696	0.02
	Widnes	1 784 025	31 250	1 815 275	33.15
	Warrington	163 335	62 400	225 735	2.88
	Ellesmere Port	8 464 355	1 577 518	10 041 873	15.70
1977	Congleton	179 158	6 780	185 938	21.42
	Crewe	547 543	39 802	587 345	10.72
	Chester	—	—	—	—
	Macclesfield	49 355	—	49 355	1.79
	Northwich	99 710	—	99 710	2.50
	Widnes	960 542	89 650	1 050 192	19.18
	Warrington	1,780,791	—	1,870,791	23.90
	Ellesmere Port	6 756 428	336 269	7 092 697	11.08

ASSISTANCE TO PROJECTS IN THE 5 MAIN ASSISTED AREAS OF GREAT BRITAIN

		£m	£m	£m	£
1975		88.94	1.64	90.58	8.84
1976		77.63	106.65	184.28	17.98
1977		72.76	90.94	163.70	15.97

Note: The travel to work areas of Warrington and Ellesmere Port include parts of Lancashire and Merseyside. Regional development grants have also been paid under part 1 of the Industry Act but details on a county basis were not readily available.

Do you use statistics?

The Government Statistical Service (GSS) prepares a wide range of reliable and detailed figures on the United Kingdom. It is usually worth checking to see if what you want is available from them. You can see many government statistical publications at your local public library, buy them from HMSO or refer to the comprehensive collection held at the Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4N 7HU (tel. 01-248 5757 ext. 368).

A free pamphlet, *Government Statistics – a brief guide to sources*, gives up-to-date contact points in Departments for further information. You can obtain copies from regional offices of the Department of Industry or by writing to the Central Statistical Office Press and Information Service, Great George Street, London SW1P 3AQ.

Advertisements for 'Trade and Industry'

All advertisement inquiries and bookings should be addressed to our advertisement department, at 13 Great James Street, London WC1, telephone 01-242 9478.

European community news

EEC agriculture ministers fix farm prices

Increases in support prices for 1978-79 averaging overall 2¼ per cent were agreed upon at the agriculture ministers council held in Brussels from 8 to 12 May, John Silkin, Minister of Agriculture, Fisheries and Food, told the Commons in a written reply.

Mr Silkin said that this was the lowest increase since the UK's accession and that the settlement represented a further reduction of CAP prices in real terms. 'For example', Mr Silkin said, 'the increase in milk prices has been held to 2 per cent with a reduction in the co-responsibility levy from 1.5 per cent to 0.5 per cent, which, of course, does not affect consumer prices. The overall position in the milk sector is to be reviewed in the autumn when the council will be considering whether to suspend intervention for skimmed milk powder.'

Agreement had been reached on regulations which fully and permanently safeguarded the future of the Milk Marketing Boards. 'The earlier proposal for a temporary derogation was dropped', Mr Silkin said, 'and I successfully opposed a new last minute commission proposal which would have threatened the boards' viability.'

The 100 per cent community financed butter subsidy was to continue until 31 March 1979, instead of ending on 31 December 1978, as originally proposed by the commission, Mr Silkin said, and the rate of subsidy would also be decreased at a slower rate. Mr Silkin calculated that new arrangements were worth £26 million net to the UK. There was also agreement in principle to the payment, if necessary, of a national subsidy to Northern Irish milk producers.

MCAs on pigmeat, Mr Silkin told the House, would be reduced by 8 per cent as a result of a council decision to reduce the proportion of the basic price on which they are calculated from 85 per cent to 78 per cent. This change, which would be implemented once the opinion of the European assembly had been received, would, together with the remaining 2½ per cent devaluation agreed in February, result in a reduction of 16 per cent in the UK pigmeat MCAs. In addition the co-efficients used for calculating MCAs on processed pigmeat would be reviewed in the coming months.

The council had agreed that it should aim to reduce MCAs, but only in the context of a satisfactory price policy and of a more stable relationship between community currencies, Mr Silkin said. This meant, in effect, that the proposal for the automatic phasing-out of MCAs was now a dead issue. Devaluations of the Irish 'green' pound, the Italian 'green' lira and the French 'green' franc by 6 per cent, 5 per cent and 7 per cent respectively, were agreed.

The United Kingdom variable beef premium would continue and target prices for the marketing year starting on 22 May would be published as soon as possible.

The Council had also agreed on an improved support regime for olive oil and on new arrangements for wine to include both marketing measures and the improvement of the industry's structure. Agreement had also been reached on a five-year programme of structural reform for agriculture in the poorer Mediterranean regions of the community, the rates of the community contribution varying up to 50 per cent.

Another £45 million was being provided for the individual projects scheme and projects involving grants on UK fishing boats would be eligible for this aid. Community aid was to be given to a joint programme of arterial drainage on both sides of the border between Northern Ireland and the Irish Republic.

The overall effect of the package, Mr Silkin said, would be to increase the food price index by ½ of 1 per cent, an amount equivalent to an increase of one eighth of 1 per cent on retail prices. Returns to the agricultural industry, net of increased feed costs, could rise by about £35 to 40 million in addition to the £150 to 200 million which would result from the 7½ per cent green pound devaluation.

'The package as a whole represents fair balance of interests and marks a definite step in the improvement of the CAP,' he said.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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CAP not responsible for large food price increases – Jenkins

Food prices in the shops increased by 6.4 per cent over the last 12 months, a figure which was too high but still much lower than for non-food prices which went up by 10 per cent, Roy Jenkins, President of the Commission of the European Communities, said at a symposium on the common agricultural policy in Manchester on 9 May.

He said there was still a popular belief that the CAP had caused food prices to soar in Britain, but in fact as a result of the commission's proposals the price of food in the shops would go up by only ½ per cent over the next year. In addition there would be another 1½ per cent on food prices resulting from the devaluation of the green pound, for which the House of Commons voted in January. Those figures ought to give the lie once and for all to the myth that Brussels was forcing up food prices in Britain, he said. The increases due to the CAP would be minimal, while those due to higher costs of packaging, transport, wages and so on would be much greater.

On improving the CAP Mr Jenkins said that there was no doubt that there would still be a serious problem with farm surpluses in the EEC, with the well-advertised mountains and lakes. There was no getting away from their cost, which was increasing, and the fact that the only available methods of disposal were often expensive and unpopular, he said. There could be merit in planning for a small surplus, rather than a shortage, but there was no sense in producing quantities of food in excess of any reasonable long-term demand.

Mr Jenkins said that that was why the European commission had embarked on a policy of annual price-fixing which should bring these surpluses under control. 'We are tackling the problem at its root by trying to fix farm support prices at a level which will result in a proper balance between supply and demand,' he said. 'Our aim is all the more difficult to achieve at a time when economic growth is low, because behind the problem of excess production is a problem of too many people on too many farms, for whom it is not easy to find other jobs or incomes. But we began last year by proposing an increase of only 3 per cent in the common agricultural prices at the European level, and we continued this year with a proposal of only 2 per cent. So we should see

two years of the lowest rate of increase in EEC prices there have been for a long time.'

'Another favourite story is that we in the commission want to kill the long-standing British system of milk marketing, and end the doorstep deliveries which have done so much to maintain a high milk consumption in this country. Such stories are not merely alarmist, they are entirely false,' Mr Jenkins said. 'On the contrary, the commission proposed four months ago not only that the essential functions of the milk boards should be retained, but that the system should be made available in the other member states. To our regret, the other members have not shown much enthusiasm, and the system will probably be limited in the first place to Britain.'

Dell on protectionism in the EEC

Responding to recent comments by Otto Graf Lambsdorff, the West German Economics Minister, on protectionist tendencies in the EEC, Edmund Dell, Secretary of State for Trade, said on 9 May to the Foreign Press Association in London that if an escalation of such pressures and a breakdown in the system was to be avoided world trade had to be stimulated to expand more rapidly so that all countries and not just the most efficient could feel themselves to be gaining from it.

'Perhaps that intensely political – but I think realistic – consideration has some implications for German economic policy which Count Lambsdorff would like to consider,' he said.

The danger of retaliation did not arise only from protectionist action by the EEC in the field of manufactured products, he went on. 'I find quite as much objection among our overseas customers to the protectionism of the community in agriculture. They do not understand by what logic major industrialised countries can argue a free trade case in manufactured goods but deny it in agriculture. We have indeed received very specific threats of retaliation against the EEC's agricultural policies.'

'I confess not to have detected on the part of the Federal Democratic Republic any great enthusiasm for liberalising access for agricultural products and for allowing international market forces to play on inefficient agriculture. It may be that there are domestic political reasons for this coolness regarding competition where agriculture is concerned. Who am I to deny the influence of political pressures? But they exist not just in agriculture or in coalition governments.'

'If therefore we can eliminate stone-throwing as a weapon in international economic diplomacy and instead make realistic appraisals of our economic circumstances and the kinds of co-operation they require, I have some hope that we will be able to find accommodations among nations which will serve to maintain the structure of the open trading system we have created since the war.

'It will require some departures from free trading purity but, given its actual policies, such compromises should come with no greater difficulty from the FDR than they do from the rest of the community.'

Monitoring of textiles vital – Varley

Close monitoring of all textiles and clothing imports from low-cost sources will continue to be carried out by the government, Eric Varley, Secretary of State for Industry, said on 8 May at the opening of a new Carrington Viyella mill at Atherton, Lancashire. (See page 292, *Trade and Industry*, 12 May).

'We have pressed hard within the European community for more effective protection against imports from low-cost sources', he said. 'Within the much broader framework which has been secured, virtually all of our imports of textiles and clothing from low-cost sources will be subject to actual or potential control.'

He said that of particular interest to Lancashire was the fact that three major products – cotton yarn, cotton cloth and spun synthetic cloth – were included among the eight highly sensitive products at community level for which an especially tight regime was provided.

'We shall continue to be vigilant, monitoring imports from low-cost sources closely, and shall, whenever appropriate, continue to press within the community for effective implementation of the arrangements which have been agreed', he said.

Mr Varley stressed that it was vital that this country should be able to compete effectively with the products of the textile and clothing industries of other developed countries, both inside and outside the European community.

'Greater competitiveness, greater efficiency, can only be achieved by maintaining a high level of investment and by continuing improvements in productivity.

'Modernisation and the latest equipment may in some cases result in a reduction in the number of workers necessary to carry out the required operation. But without modernisation and re-equipment the risk to jobs is even greater.'

European elections bill gets royal assent

On 5 May the UK act for direct elections to the European parliament received the royal assent.

The parliamentary boundary commissions in England, Scotland and Wales will shortly publish their proposals for 78 Euro-constituencies. Northern Ireland will be a single, three-member constituency.

The European council which met in Copenhagen on 7 to 8 April decided that polling in the first European elections would take place on 7 to 10 June next year. This almost certainly means that the United Kingdom will be voting on Thursday 7 June 1979, with other community countries voting over the following three days. The results should be known early on 11 June 1979.

The main provisions of the European Assembly Elections Act 1978 are for 81 UK seats, with 66 seats allocated to England, eight to Scotland, four to Wales, and three to Northern Ireland.

England, Scotland and Wales will use the system of simple majority in single member constituencies. Northern Ireland will use the single transferable vote in a three-member constituency. The boundary commissions are charged with drawing up the constituency boundaries in England, Scotland and Wales using accelerated procedures.

Those able to vote at European parliament elections will be those entitled to vote at House of Commons elections in the appropriate area, and peers entitled to vote at local government elections in the appropriate area.

The act says that no treaty which provides for any increase in the powers of the assembly should be ratified by the UK unless approved by act of parliament.

European communities £12m raw materials R and D programme

Tenders are now invited from UK companies, research establishments and universities interested in taking part in a European communities four-year programme of research and development in the field of primary raw materials, starting in 1978 and ending on 31 December, 1981.

Proposals for the first phase of the programme should be submitted before 30 June 1978. They should include detailed information on the applicant and on the nature and cost of the research contract proposed. Initial contracts will cover a period not exceeding two years; they may be renewed. All proposals will be treated in confidence.

The programme will be implemented by cost-shared contracts (generally on a 50/50 basis), funded partly from the community budget and partly by research organisations, industry and universities. 18 million European units of account (approximately £12 million) are allocated to the programme, which comprises three research areas. These are research and development aimed at discovering concealed or deep-seated deposits in the territories of the European community and improving and developing prospecting methods and techniques; studies and R and D actions to promote economic mining of low grade and/or complex ores; and R and D actions aimed at promoting the exploitation of deep mines and of high-grade and low tonnage deposits.

The programme will be subject to a review in 1980, and will be executed in two phases, 1978 to 1979 and 1980 to 1981.

Forms for the presentation of the proposals as well as any further information, including any detail on research topics, may be obtained from: Commission of the European Communities, Directorate-General XII, Research, Science and Education, 'Raw Materials Research' programme, 200 rue de la Loi, 1049 Brussels, Belgium. In the United Kingdom forms are available from the Department of Industry, RTP Division, Room 305, Abell House, John Islip Street, London SW1P 4LN, tel. 01-211 3096.

It would be appreciated if applicants would inform the Department of Industry (address as above) as soon as possible of their intention to apply, and subsequently send the department a copy of the completed application at the same time as it is submitted to the European commission.

ECSA calls for action on privacy and computers

Current legislative and development activity on privacy and computers should be co-ordinated by the Council of Europe, the European Computing Services Association (ECSA) says in an 11-nation-backed position paper it has sent to the council.

The association, which is made up of the national associations of the EEC (excluding Luxembourg and Ireland) and Scandinavia, has cautioned the Council of Europe against supporting or developing the regulation of computing or cross-border data flows without ensuring that national approaches are based on standard principles and carrying out large-scale research before any action is contemplated where regulation corporate data is concerned.

ECSA recommends in the paper that the Council of Europe should call a meeting of all interested countries, perhaps on behalf of the United Nations, to set up a standing committee funded by contributing countries. Its main objective would be to create an international convention of basic standards and regulations to be adopted by all participants and to monitor the impact of such a convention.

The aim would be to protect the data of persons by setting up and adopting harmonised practices and regulations in each country. All the other current initiatives should be embraced by this standing committee which should be required to complete its work in a specified timescale.

EIB loans £13.5m for Scottish infrastructure schemes

Two loans totalling the equivalent of £13.5 million (19.9 million units of account) have been given by the European Investment Bank, the EEC's long-term finance institution, to help to meet the cost of road schemes in Aberdeen and improvements to water supply, sewerage and sewage-disposal systems in Aberdeen, Edinburgh and Midlothian.

The first is a £5 million loan to Grampian Regional Council for 15 years at an interest rate of 9.4 per cent per year. This will be used by the council to carry out major improvements to the Aberdeen through road (relieving traffic bottlenecks) and construct a new bridge across the River Dee, plus roads to improve access to Aberdeen airport and surrounding industrial estates, a new reservoir, a preliminary sewage treatment station and a long sea outfall to the south of Aberdeen harbour.

The works have been made necessary by the rapid development of the North Sea oil and gas industry and related activities which have placed pressure on existing facilities.

The second is an £8.5 million loan to Lothian Regional Council for 14½ years at 9.4 per cent. The funds will go towards the building of a dam on the River Megget, the construction of aqueducts, the laying of new sewerage mains along the east and west coast of Edinburgh, a new sewage treatment plant and long-sea outfall.

These schemes will aid the economic development of the region where industrial expansion will call for both more abundant water resources and a reinforced sewerage infrastructure. The EIB provided a £25 million loan for the same investments in November last year.

Conference on smaller businesses in the EEC to be held

Europmi the organisation responsible for representing small and medium sized businesses in the EEC has arranged a two-day conference in London on 1 and 2 June, called 'The Future for Smaller Businesses in the European Community'. The conference is designed to encourage independent companies with no experience of the EEC to go into Europe.

After Vicomte Davignon, the European commissioner with responsibility for industry, has given the opening address, the conference will discuss case histories of companies which have already ventured into Europe.

The afternoon session on 1 June is about how the commission can help businesses. The discussions on 2 June will concentrate on finding markets in Europe and how to organise and finance the consequent business. There will be opportunity for discussion.

Guest of honour at lunch on 2 June will be Basil de Ferranti, president of the Economic and Social Committee of the European Communities.

The Europmi conference is being held at the Kensington Close Hotel, Wrights Lane, London W8. Brochures giving full details are obtainable from: Conference Services Ltd, 43 Charles Street, London W1X 7PB.

Anti-dumping duties on iron and steel products

A definitive anti-dumping duty, replacing a provisional charge to duty, on imports into the EEC of iron or steel coils for re-rolling (73.08A and B) originating in Bulgaria has been imposed by the European commission.

The rate of duty is variable and is designed to bridge the difference between the import price of a consignment and the basic price published by the commission (see *Trade and Industry*, 13 January). However, the amount of duty will be reduced to the extent that the importer satisfies Customs and Excise that an import price is lower than the basic price because of the inferior quality of the goods.

The commission has also announced that provisional anti-dumping duties already imposed on the following iron and steel products will be extended.

73.13 B1a
Sheets and plates, of iron or steel, other than electrical sheets and plates, not further worked than hot-rolled, of a thickness of 2 mm or more, originating in Spain or Poland;

ex 73.11 A1
Angles, shapes and sections, of iron or steel, not further worked than hot-rolled or extruded, U, I or H sections of a height of less than 80 mm and H sections (broad-flanged beams), U or I sections of a height of 80 mm or more, originating in Spain.

In future, for those products on which provisional duties have been extended, the amount of provisional duty will be reduced to the extent that the importer satisfies Customs and Excise that an import price is lower than the basic price because of the inferior quality of the goods.

The collection of provisional duties has been suspended, subject to the giving of a deposit, by the provisions of the Anti-Dumping and Countervailing (Postponement of Collection) Regulations 1978.

The commission has also announced that in the cases of Spain and Czechoslovakia, the collection of provisional duties or the giving of a deposit have been suspended, notwithstanding that measures enabling the collection of duties have been extended.

The collection of a substantive anti-dumping duty on imports of iron or steel coils, originating in Bulgaria became effective at midnight on 11 May 1978. The suspension of anti-dumping duties on goods originating in Spain or Czechoslovakia was effective from midnight on 5 May

Relief from CCT duty on scientific instruments and apparatus

Eligibility for relief from common customs tariff duties for goods imported from outside the EEC for non-commercial scientific research or for educational purposes will, from 1 June 1978, be wholly limited to 'scientific instruments and apparatus' for goods ordered on and after that date. The conditions under which relief is given remain unaltered.

During the transitional period of entry to the EEC, the UK continued to operate certain reliefs from import duty which extended beyond the scope of the Florence Agreement and of regulation (EEC) 1798/75 which implements, on a community basis, the obligations of member states under that agreement. Some adjustments in the scope of these UK reliefs have already been made and the UK is now completing the process of aligning them with the agreement and its obligations under the community legislation.

The general effect of the changes is that such items as automatic data processing equipment and peripheral units (except when specially designed or modified for scientific use), film and slide projectors, video-tape recorders, calculators and general-purpose test and measuring equipment are no longer eligible for relief.

Inquiries: Department of Trade, General Division 2C, Sanctuary Buildings, 16-20 Great Smith Street, London, SW1P 3DB. Tel. 01-215 5968 or 01-215 5976.

Alleged dumping of steel products

The European commission has received information indicating that dumping is being practised or that bounties or subsidies are being granted in respect of imports of winding wire CCT subheading ex 85.23, Nimexe code 85.23-30, originating in Spain and that this is causing injury to a community industry.

In conjunction with the member states, the commission has begun examination of the matter at community level in accordance with council regulation (EEC) 459/68 of 5 April 1968 on protection against dumping or the granting of bounties or subsidies by countries which are not members of the European Economic Community, as modified by regulations (EEC) 2011/73 and (EEC) 1411/77.

Any information relating to the matter may be sent in writing to the Commission of the European Communities, Directorate-General for External Relations, 200 rue de la Loi, 1049 Brussels.

Interested parties may, by 25 May, make known their views in writing, in particular by replying to the questionnaire addressed to the parties known to be concerned and by providing supporting evidence. Furthermore, the commission will hear parties directly concerned who so request when making known their views to the commission, provided they can show that they have an interest sufficient to entitle them to express their views more fully.

It would be helpful if copies of all representations to the commission could also be sent to the Department of Trade's Anti-Dumping Unit, Room 348, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ.

Proposed suspension of the CCT

The Department of Trade is considering an application for a new suspension of the common customs tariff (CCT) on: 29.23E, 6-Acetyl-1,3-benzodioxol-5-ylammonium chloride, on the grounds that this material is not available from within the European Economic Community. The application relates to the period 1 January 1979 to 30 June 1979.

If any UK companies are already manufacturing goods (or like or competing goods) or expect shortly to be in production, so that their interests would be adversely affected by a suspension of the CCT, they should notify the Department of Trade, General Division, Kingsgate House, 66/74 Victoria Street, London SW1E 6SJ, tel. 01-215 3576. Information should reach the department not later than 2 June.

New EEC documents

This list of EEC documents was deposited in the House of Commons in the seven days to 4 May 1978 (commission reference numbers, where appropriate, are given in parentheses). The documents are available for consultation at the European Communities Information Office, 20 Kensington Palace Gardens, London W8 4QQ.

EEC draft instruments

R/933/78 COM(78)171 FINAL
Amended proposal for a Council Regulation on a common measure to improve public facilities in certain rural areas.

S/708/78 COM(78)138 FINAL
Report from the Commission to the Council on the outcome of the consultations with Spain concerning certain cheeses under the EEC–Spain Agreement of 5 June 1970 concluded under Article XIX of GATT.

R/947/78 COM(78)173 FINAL
Amended proposal for a Council Regulation defining for 1978 measures for conservation and management of fishery resources by the establishment of quotas.

S/760/78 COM(78)161 FINAL
Proposal for a Council Regulation (EEC) opening, allocating and providing for the administration of a Community tariff quota for liqueur wines falling within sub-heading ex 22.05 C of the Common Customs Tariff, originating in Cyprus.

S/700/78 COM(78)162 FINAL
Commission communication to the Council on the negotiations between the European Economic Community and the Republic of Cyprus for the conclusion of a Supplementary Protocol to the Association Agreement and a Protocol laying down certain provisions relating to trade in agricultural products; Recommendation for a Council Regulation concerning the conclusion of these Protocols.

S/744/78 COM(78)159 FINAL
Proposal for a Council Regulation maintaining the common rules on the authorisation of imports and on the quantitative limitation of certain textile products originating in state-trading countries.

R/948/78 COM(78)170 FINAL
Proposal for a Council Regulation on a common interim measure for restructuring the inshore fishing industry.

Consultative documents

R/953/78 NO COMMISSION NUMBER
Proposal for the transfer of appropriations from one chapter to another within the budget estimates of the Economic and Social Committee for the financial year 1978.

COM(78)120 FINAL
General considerations on the problems of enlargement.

UK trade with the EEC in 1977

Last year saw the second successive improvement in the UK's visible trade balance with the EEC since 1970. The deficit (see table 1) fell by £404 million between 1976 and 1977, to £1,678 million. Over this period, exports grew nearly half as fast again as imports, by 31 per cent against 22 per cent. In 1977 the value of exports was 88 per cent of the value of imports, the highest proportion since 1971.

As table 2 shows, the reduction in the UK's visible trade deficit with the EEC in 1977 was a contributory factor in the reduction of nearly £1,900 million in the deficit with the world in total. However, the main influence in the overall improvement was the movement into a substantial surplus with the oil exporting countries. There was also an increase in the surplus with the rest of western Europe, while the trading deficit with north America was reduced. In marked contrast, the trade balance with other developed countries moved into deficit by £382 million from the small surplus of 1976.

Trade by commodity

A commodity breakdown of our exports to and imports from the EEC on a balance of payments basis is not available, but the commodities contributing to the movements in the overall deficit can be seen from the 'crude' balance of trade, ie the difference between exports fob and imports cif. Although this is not a good measure of the balance of trade in goods because, inter alia, of differences in valuation, these crude balances provide a reasonable indication of the trends in the balances through time. There is also a discontinuity in the statistics, mainly on food, as a result of a change in mid-1976 in the method of payment of monetary compensatory amounts (see note 1).

Table 3 gives figures of the value of UK exports to and imports from the EEC by broad commodity group, and the corresponding crude trade balances and export/import ratios, which indicate the proportion of imports covered by exports.

The main change between 1976 and 1977 by SITC section was the substantial turnround from deficit to surplus in the crude trade balance for fuels, reflecting sharply increased exports of crude oil. There were also small improvements in an increased surplus for the other semi-manufactures' group and a reduced deficit in other manufactures. These improvements were partly offset by a marked increase in the deficit in machinery and transport equipment, which was more than accounted for by a sharp deterioration in the deficit on passenger motor cars, and by a smaller worsening in chemicals. These developments are described in more detail below.

Food and live animals (section 0)
Unlike the earlier years of membership, when movements in the UK's crude trade balance with the community in food and live animals had been a major contributor to changes in our total balance of trade with the EEC, in 1977, for the second successive year, the trade deficit in food and live animals changed only slightly – from £1,423 million in 1976 to £1,444 million – and the export/import ratio rose again to 36 per cent, compared with a low of 13 per cent in 1974. The movement between the latest years resulted from a 45 per cent rise in the value of exports and a 14 per cent increase in imports.

Although the total food balance moved only slightly, there were disparate movements in some of the constitutent commodities. The balance of trade in dairy produce improved by £38 million in 1977. Within this commodity group, the value of exports of dried milk and cream was halved, while exports of butter fell slightly. This latter fall was more than offset by a £59 million fall in imports, mainly as a result of reduced demand, and rising home production. The deficit on trade in cereals improved by £55 million in 1977. This was mainly due to an increase in exports of grain and cereal preparations; for imports, there was a halving in the arrivals of maize from £135 million in 1976 to £75 million in 1977, which was compensated for by increased imports of barley from EEC and maize from third countries. Part of the increase in the deficit in fruit and vegetables resulted from increased arrivals of fresh fruit from France and Italy. The value of deliveries of French apples increased from £40 million in 1976 to £53 million in 1977, and Italy made higher deliveries in both soft and stone fruits. Imports of sugar from the EEC, at £84 million in 1976, increased to £101 million in 1977, complementing reduced supplies from our former markets.

Exports of live animals increased last year, mainly reflecting higher deliveries of cattle to Ireland, up from a low £5 million in 1976 to £30 million in 1977, and to France. The fall in the imports of Irish cattle for fattening in the UK in the previous year, as a result of drought, was reversed with the return to more normal climatic conditions.

Beverages and tobacco (section 1)
In 1977 an improvement in the crude balance for tobacco largely offset a further deterioration in the deficit for beverages, leading to little change in the overall deficit.

Basic materials (sections 2 and 4)
Following a worsening in the crude deficit in 1976, there was some small improvement in

1977, as exports rose by 17 per cent and imports by 11 per cent.

Fuels (section 3)
Over 95 per cent of the UK's trade in fuels with the community consists of trade in petroleum and petroleum products. The improvement of £374 million between 1976 and 1977 in the crude trade balance in these products led to a swing from £254 million deficit into a £120 million surplus: exports rose by 62 per cent and imports 7 per cent. The major factor in this rise was increased crude oil exports up from £96 million in 1976 to £550 million in 1977.

Manufactured goods (sections 5 to 8)
Although the UK's crude trade deficit in manufactures with the community worsened by £161 million, the export/import ratio was unchanged as exports and imports each rose by 28 per cent.

For chemicals, the rise in exports, 28 per cent, was slightly less than the rise in imports, and the crude trade deficit worsened by around £50 million. Within this group, the deficit in plastics continued to grow in 1977 although the export/import ratio was little changed. The growth in both exports and imports of plastics was sharply reduced in 1977, following the strong recovery in the previous year from the 1975 depressed levels.

For other semi-manufactures, exports and imports both rose by around 26 per cent, and the surplus widened. This improvement was more than accounted for by an improved balance of trade in precious stones with the value of diamond exports up from £468 million in 1976 to £623 million in 1977. Around 90 per cent of diamond exports to the EEC are sent to Belgium/Luxembourg. There was also an improvement in the trade balance with the EEC in iron and steel in 1977 compared with the previous year when little variation was shown in the deficit. Last year saw a reduction in the deficit of £39 million to £278 million, with the export/import ratio at 51 per cent above the 43 per cent of 1976. In contrast, trade in textile yarns etc and rubber manufactures moved adversely.

For machinery and transport equipment, the increase in exports was slightly less than in imports, and the crude trade deficit for this major group deteriorated by some £200 million. The crude trade deficit in mechanical machinery was virtually unchanged in 1977. This was the result of divergent movements in the constituent parts with an improvement in the crude trade balance in power generating machinery being offset by declines notably in machinery for specialised industry. Exports and imports of office machines and ADP equipment, including statistical machines, both rose strongly leaving the balance little changed. The growth of exports of electrical machinery between 1976 and 1977 exceeded that of imports, but this was insufficient to prevent a further increase in the crude trade deficit. There was a sharply worsened deficit of £274 million in road vehicles, as a rise of one third in exports contrasted with an increase of over one half in imports. Within this group, exports of passenger motor cars in 1977 amounted to £232 million (131,000 units), compared with £171 million (129 000 units) in 1976, while imports were £982 million (483 000 units) against £643 million (362 000 units) in 1976 – a deterioration of nearly £280 million in the deficit. Amongst other items under the road vehicles heading, there were small improvements in the surpluses on lorries, road vehicles other than motor vehicles and parts for motor vehicles, with exports all rising sharply, but offsetting movements elsewhere. The other transport equipment category, which includes ships and aircraft, and where trade often moves erratically, was in balance in 1977 following a large deficit the previous year.

The deficit on trade in other manufactures (which are mainly consumer goods) narrowed again in 1977 as exports rose by 37 per cent and imports by 29 per cent. Within the group there was a further improvement in the surplus on clothing, while the deficit on furniture was virtually eliminated.

Notes

1 The green pound
The green money system of the EEC's common agricultural policy involves the payment or receipt of monetary compensatory amounts (MCA's) on international trade in certain agricultural products. The level of MCA's depends on the extent to which a member country's exchange rate has moved away from the so-called 'green' rate of exchange. Prior to May 1976, MCA's on imports from EEC were collected by the importers and were generally included in the valuation of imports. Since May 1976, MCA's have been paid directly to the exporter in his own country and hence not generally included in the imports figures. It has not, however, been possible to allow for this discontinuity in the published statistics, nor to estimate the amounts involved for individual commodities. On a post-May 1976 (ie 'net') basis, which is the basis for the present published statistics, UK imports from the EEC (for years 1973 to 1976) would be lower than the published figures, generally by a small amount.

2 Basis of statistics
UK imports are attributed to the country of consignment, ie the country of original shipment unless a commercial transaction has taken place in another country prior to arrival in the UK, and exports to the country of final destination, as known to the exporter. For UK trade with EEC, our trade balance is affected to a not inconsiderable extent by the fact that some of our imports from the EEC are of goods consigned from, but not originating in, the community, for example, oil and cereals. An article in *Trade and Industry* of 21 April describes systems of attribution of trade by country, and discusses the UK-EEC trade balance on an alternative 'origin-consumption' basis, in which imports are attributed to the country of origin and exports to the country of consumption.

3 Trade classification
The figures are classified, by commodity, according to the Standard International Trade Classification Revision 2 (SITC (REV 2)).

Table 1 UK balance of trade with the EEC

Balance of payments basis
Percentage change on previous period

	Exports fob £ million	Imports fob £ million	Visible balance	Exports as a proportion of imports %
1970	2 347	2 303	+44	101.9
1971	2 511 (+7)	2 696 (+17)	−185	93.1
1972	2 835 (+13)	3 419 (+27)	−584	82.9
1973	3 943 (+39)	5 125 (+50)	−1 182	76.9
1974	5 581 (+42)	7 608 (+48)	−2 027	73.4
1975	6 273 (+12)	8 678 (+14)	−2 405	72.3
1976	9 027 (+44)	11 109 (+28)	−2 082	81.3
1977	11 855 (+31)	13 533 (+22)	−1 678	87.6

Table 2 UK balance of trade by area

Balance of payments basis
£ million

	EEC	Rest of western Europe	North America	Other developed countries	Oil exporters	Rest of world	Total
1970	+44	+178	−484	+149	−114	+202	−25
1971	−185	+118	−172	+223	−188	+483	+279
1972	−584	−37	−79	−154	−131	+284	+701
1973	−1 182	−277	−278	−205	−329	−83	−2 354
1974	−2 027	−352	−696	+101	−2 216	−5	−5 195
1975	−2 405	−55	−659	−14	−701	+629	−3 205
1976	−2 082	+5	−805	+15	−697	+54	−3 510
1977	−1 678	+236	−734	−367	+893	+38	−1 612

Table 3 UK trade with the EEC by commodity

OTS basis
£ million

SITC (R2) section	Exports 1975	1976	1977	Imports 1975	1976	1977	Crude balance 1975	1976	1977	Export/import ratio 1975	1976	1977
0 Food and live animals	456	570	824	1 926	1 993	2 268	−1 470	−1 423	−1 444	24	29	36
of which												
01 Meat	130	164	217	439	501	618	−310	−336	−401	30	33	35
02 Dairy products	35	58	64	447	413	350	−412	−324	−286	8	21	18
04 Cereals	113	58	121	374	418	426	−261	−360	−305	30	14	28
05 Fruit and veg	25	38	55	196	248	300	−171	−210	−245	13	15	18
06 Sugar	20	26	31	171	84	101	−152	−58	−70	12	31	31
1 Beverages and tobacco	110	146	183	176	219	259	−66	−73	−76	63	67	71
2 Basic materials	282	406	460	265	438	478	+17	−32	−17	106	93	96
3 Fuel	466	761	1 216	781	1 000	1 097	−315	−238	+119	60	76	111
of which												
33 Petroleum and petroleum products	417	716	1 160	762	970	1 040	−345	−254	+120	55	74	112
4 Vegetable oils	15	18	33	46	48	63	−30	−30	−30	33	38	52
5 to 8 Manufactured goods	4 999	7 201	9 217	5 543	7 664	9 841	−544	−463	−624	90	94	94
5 Chemicals	738	1 092	1 398	744	1 154	1 508	−6	−62	−109	99	95	93
of which												
58 Plastics	115	198	246	178	332	407	−63	−134	−160	65	60	60
6 Other semi-manufactures	1 357	2 123	2 685	1 537	2 005	2 523	−180	+119	+162	88	106	106
of which												
667 Precious stones	275	476	633	129	187	279	+146	+289	+354	213	255	227
67 Iron and steel	159	235	292	473	552	570	−315	−317	−278	34	43	51
7 Machinery and transport equipment	2 327	3 144	3 979	2 553	3 573	4 608	−226	−430	−629	91	88	86
of which												
71 to 74 Machinery	952	1 213	1 520	1 019	1 277	1 590	−67	−64	−70	93	95	96
75 Office machines	273	365	456	289	383	478	−15	−18	−22	94	95	95
76 and 77 Electrical machinery	348	468	611	398	519	683	−50	−51	−73	87	90	89
78 Road vehicles	512	800	1 069	576	986	1 529	−64	−186	−460	89	81	70
8 Miscellaneous manufactures	577	842	1 156	709	932	1 203	−132	−91	−48	81	90	96
9 Other goods	160	148	194	136	149	155	+24	−1	+39	118	99	125
Total 0-9	6 490	9 249	12 128	8 872	11 510	14 161	−2 383	−2 261	−2 033	73	80	86

Overseas trade news

First agreement signed under BOTB's market entry scheme

Assistance under the BOTB's Market Entry Guarantee Scheme (MEGS) is being given to Osro Ltd, Hemel Hempstead, manufacturers of metal and plastic finishing machines. This is the first agreement under the scheme and was signed on 15 May.

Roger Selman, a director of Osro, said: 'The scheme is just what was needed to give the company the confidence to take on the inevitable risks of a new venture, and we very much appreciate the speed with which the BOTB processed the application when we explained the need for a decision as soon as possible.'

Osro believes it can build up sales in the United States over the next three years. The scheme will contribute towards costs of offices and staff in this new market and the scheme will receive a levy on sales.

Osro expects sales of over £2 million a year to the United States by the early 1980s, including those of Osro's new machine, the 'Osronaut', which provides finishing processes up to 30 times faster than normal. The new Osro technique is fully protected by a US patent, and the company hopes this unique British development will make a rapid impact.

Commenting on Osro's agreement, Martin Rumbelow of the board's MEGS unit said: 'It was a good application. The company had done much necessary, initial research into the market in the United States, and the application fully met the terms of the market entry scheme. We were able to give it an early favourable decision.'

The MEG scheme was announced by BOTB on 26 January (*Trade and Industry*, 27 January page 177) for a two-year trial period. It is aimed at helping smaller-and medium-sized UK manufacturers to develop new export markets. The scheme contributes 50 per cent of the eligible overhead costs of entering the new market, and the contributions are recovered with a commercial rate of return through a levy on sales. If sales do not build up as expected, the scheme can be left with a loss, and for this guarantee the company pays a premium. Since January, the scheme has attracted considerable interest from exporters, with over 700 requests for application forms, and some 50 applications. (125 × 100).

Unglamorous side of exporting considered at seminar

Unglamorous, but financially vital, aspects of exporting such as packaging, freighting and documentation, will be considered by about 100 senior industrialists at 'The Total Export Concept' conference on 8 June in London.

The aim is to consider how companies can integrate their production, distribution and marketing functions more effectively to improve their overseas activities.

The conference will be chaired by Lord Hayter, chairman of the economic development committee for international freight movement which has jointly organised the conference with the British Overseas Trade Board. BOTB chairman, Sir Frederick Catherwood, will give the opening speech and Edmund Dell, Secretary of State for Trade, will speak at the lunch.

Hoover and Monsanto will illustrate some of the advantages of taking account of the export distribution element in design, production and marketing. Their presentations will be introduced by Professor Robert McKenzie.

The conference has been arranged as a result of recommendations by the international freight movement EDC, which set up a study group to look into trading with Europe, to identify problem areas and suggest corrective action.

UK largest exhibitor at Athens ship show

Britain will once again be the largest country taking part in this year's international shipping exhibition 'Posidonia' in Athens, from 5 to 10 June, with 54 companies. Thirty-six exhibited in 1976 when this biennial event was held last.

The firms are organised in two joint ventures backed by the British Overseas Trade Board and sponsored by the British Marine Equipment Council and the Shipbuilders' and Repairers' National Association. There will also be some independent British exhibitors.

New developments

On the British stands will be many products featuring new developments as well as some old established ones. Products shown for the first time will include a 30 ft catamaran designed for carrying loads of 5 tonnes and for inshore surveying, as well as a hovercraft capable of carrying 270 passengers at 40 knots. Among other exhibits there will be refrigerated ships, a sterngear package, comprising the shafting and sterntube for all classes of ships up to 70 000 tons dead weight, galley equipment, a sterngear system which prevents the leakage of lubricating oil into the sea or of sea water into the lubricating oil, and a system permitting the inspection/replacement of aft seal or sterntube bearing while the vessel is afloat and at any draught.

Services offered will include ship management, shipbuilding and ship repairing and a complete service in relation to ship-broking, ship management, finance, insurance and freighting forwarding requirements.

Commissioned

BOTB has commissioned a striking British pavilion from Orbits Structures. It will be a semi-circular 'Wemysspan' structure – a lightweight space-frame building clad with tough polyester woven fabric coated with pvc. Total area will be 1890 m² and there will be another 315 m² of outdoor exhibition space.

Back to Petrotech for UK firms

A joint venture of thirty-five companies to Petrotech '78 is being supported by the British Overseas Trade Board. This follows the successful participation in 1976. This is the fifth petroleum technology exhibition to be held in Amsterdam and it will take place from 23 to 26 May at the RAI centre. The group will be sponsored by the Council of British Manufacturers of Petroleum Equipment (CBMPE).

On display

Among new developments to be shown by British companies at the show will be a computer-based management system to assist the engineer in all aspects of pipework design. Also featured will be a full range of mass-transfer equipment including a new metal packing claimed to be the first packing produced on a large scale specifically for distillation.

Other British products on display will include encapsulation systems to provide leakage control, ceramic-heating mats, axial and articulated units for solving pipework problems, flameproof and weatherproof electrical equipment, pneumatic control equipment, pipe flanges and fittings, process heaters, automatic control valves, water treatment equipment and heat exchangers.

Inward processing relief: revised customs notice

Customs and Excise has issued a revised notice 221 (January 1978) to take account of the repeal of section 7 of the Import Duties Act 1958 and its replacement by the Inward Processing Relief Regulations 1977.

The notice includes changes arising from the introduction of the general import entry C10 (1977) and simplification of procedures for the transfer of goods by authorised suppliers and the rendering of balanced accounts by traders operating under duty suspension arrangements.

Copies of the revised notice are available from local Customs and Excise offices.

Review of customs warehousing procedures

Customs and Excise is initiating a review of customs warehousing procedures. As the application of the common customs tariff from 1 January 1978 provides a suitable opportunity to consider more flexible arrangements for customs warehouse approvals, control and documentation.

No changes are proposed at this date in the management, control and administration of warehouses approved for excise purposes or concurrently approved for goods subject to both customs and excise duties.

Customs proposals have been set out in an explanatory paper prepared for discussion by the joint customs consultative committee on which trade organisations with customs interest are represented. Any interested trade body or association not represented may obtain a copy of the discussion paper from HM Customs and Excise International Customs Division F, Room 324, King's Beam House, Mark Lane, London EC3R 7HE, tel. 01-626 1515 ext. 2534.

Trade deputy secretary appointed

William Knighton is succeeding Mr J. R. Steele as deputy secretary in the Department of Trade responsible for export policy, commercial relations with individual countries and the department's interest in overseas aid.

Mr Steele has replaced Mr W. P. Shovelton as deputy secretary responsible for civil aviation and shipping policies, and marine matters.

Saudia TriStar order boost for R-R engines

Saudi Arabian Airlines (Saudia) has ordered three more Lockheed TriStar-200 airliners with Rolls-Royce RB 211-524 engines. The sale of installed egines for these aircraft is worth over £12 million to Rolls-Royce. The order will increase the airline's fleet of Rolls-Royce powered TriStars to 13 aircraft.

Saudia was the first operator to order the higher-thrust RB 211-524 engine which gives improved take-off performance at the 'hot and high' airports on Saudia's routes in the Middle East, Asia, Africa and Europe.

International Road Freight Office moves

The International Road Freight Office at present at 36 to 42 Low Friar Street, Newcastle, will from 22 May be operating from the following address: Westgate House, Westgate Road, Newcastle upon Tyne, NE1 1TW.

The telephone number will remain unchanged – Newcastle (0632) 610031.

New body to represent European through-transport operators

A trade association, International Through Transport Operators Group, has been formed by a number of leading European operators. The founder members are Containerlink; Ferrymasters; International Ferry Freight; Jansen en Meijer b.v.; MAT Transport; Norfolk Line; Seawheel.

Objectives of the association, all of which are in line with the policy of the European commission, include: the raising of professional standards throughout the industry; provision of the highest standards of customer service; representation of customers' and members' interests at government and industry level, both nationally and internationally; entry to the international through transport industry to be on a self-regulating basis governed by professional competence and financial viability; the maintenance of healthy competition while avoiding serious disturbances on the transport market leading to permanent over-capacity and abnormally low rates; the harmonisation of weights and dimensions legislation within Europe and the introduction of new regulations on a planned basis; improvement of customer and operator understanding and action on safety requirements – eg loading, load security, hazardous cargoes; and establishment of standards in the production of international transport information, tariffs and statistics throughout Europe.

Taxation talks soon

Discussions covering a number of double taxation agreements will be held by the Inland Revenue with officials from other countries in the coming two months.

In the week beginning 26 June, talks about a revised, comprehensive convention will take place with Sweden. It is expected that the talks will update the existing convention broadly along the lines of the model convention drawn up and published by the Organisation for Economic Co-operation and Development.

Exploratory talks about a possible revision of the double taxation agreement with New Zealand will be held in the week beginning 3 July. Representations concerning both the Swedish and New Zealand talks should be addressed in writing to Policy Division 5 (International), Inland Revenue, Room 70, West Wing, Somerset House, London WC2R 1LB.

The possibility of concluding a new double taxation convention between the United Kingdom and the Swiss Confederation covering taxes on the estates of deceased persons, on inheritances and on gifts will be discussed shortly.

It is intended that any new convention should broadly follow the OECD model death duties convention.

Representations should be sent to Policy Division 3, Inland Revenue, Room 68, West Wing, Somerset House, London WC2R 1LB.

UK fairs firm signs Dubai deal

An agreement was signed on 4 May between Fairs and Exhibitions – international exhibition organisers – and Trade Centre Management Company Ltd for a 1978-79 programme of exhibitions to be held in the new Dubai international trade and exhibition centre.

Developed for the Ruler of Dubai, Sheik Rashid bin Sa'id Al-Maktum, at a cost of over $300 million, the project incorporates a 39-storey building with exhibition hall and conference complex, a 368-room hotel, managed by Hilton, and blocks of apartments.

This agreement is the latest step following the successful launch in 1977 in Dubai of Fairs and Exhibitions' programme of exhibitions and conference events, notably the Middle East Construction Exhibition '77 and the Middle East Health-Care Exhibition '77, both of which attracted exhibitors and visitors from all over the world.

The first of a series of exhibitions in 1978-79 will be the Middle East Construction Exhibition between 29 October to 4 November 1978.

UK exhibition organisers open up in Singapore

The name of the company mentioned in the item on page 268 of 5 May issue of *Trade and Industry* should be Industrial and Trade Fairs International.

Notices to importers

Issued by the Department of Trade. Telephone inquiries should be addressed to the number at the end of the notice.

1681: Textiles and clothing: documentary proof of origin at importation

Notice to importers 1678 (*Trade and Industry*, 28 April 1978) concerned the documentary proof of origin for commercial imports from outside

'We mean business'

Good news for exporters:

The Royal Mail has frozen prices of the main overseas postal services for the rest of 1978!

Letters, parcels, packets, printed papers. We have the reliable overseas delivery services you need–at the price you want to pay.

We are doing our best to help you by keeping prices stable. Our prices have not risen since mid-1977. Now our main services will remain unchanged at least until the end of 1978.

We can also save you time, trouble and money on customs and VAT documentation. We can offer valuable help with those extras too, like insurance and cash on delivery.

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Postal Headquarters, St. Martin's-le-Grand,
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Please send me your latest booklet:
Overseas Postal Services. A quick guide.

NAME _____

POSITION _____

COMPANY _____

ADDRESS _____

_____

_____

POSTCODE _____

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the EEC. There follows certain clarifications and amendments which have been made to the information previously published.

Goods for which documentary documentary proof of origin is required at importation

These were listed in annex A to the previous notice. For convenience, they are now listed below in terms of the tariff headings and trade code numbers of the current UK tariff, divided between groups I and II and groups III to VI, together with a separate list of items to which the proof of origin requirements do *not* apply.

South Korea

This country has been added to the list of countries from which special forms of certificates of origin are required for goods in groups I and II (paragraph 1 of annex B to NTI 1678).

Required forms of proof of origin

It was stated in annex B of the previous notice that for goods consigned to the UK from a country other than their country of origin, certificates of origin issued in the consigning country will not be accepted where similar goods originating in that country are subject to quantitative restrictions. In such cases however certificates of origin issued in the country of *origin* of the goods can be accepted, but the goods are, of course, subject to any import licensing requirements applying to those goods of that country of origin.

Greece

The proof of origin requirements set out in the previous notice (as modified above) will apply to commerical imports from Greece which are shipped on or after 1 June 1978. For goods for which an individual import licence is required both the licence and the documentary proof of origin will need to be produced when the goods are entered.

In cases when the importer is unable to produce at importation the required certificate of origin (or, alternatively, for goods in groups I or II which originate in Greece, the supplier's declaration of origin) in respect of consignments which arrive before 1 July 1978, the goods may be entered under existing procedures on production of a written declaration by the importer that it has been requested from the supplier. In such cases it should be sent when received to the customs office at which the goods were entered quoting the customs entry number and date of entry.

Note: Movement certificates AG1 or AG3 will continue to be required for goods for which preferential tariff treatment is claimed (as set out in customs notice 811).

Inquiries: General and rules of origin: Department of Trade, General Division 2C, tel. 01-215 5750 or 5545.
Customs procedures: local customs offices or General Customs Directorate, tel. 01-928 0533 ext. 501.

GOODS FOR WHICH PROOF OF ORIGIN REQUIRED Groups I and II

Heading/Trade codes
55.05 55.08 55.09 56.05 56.07A 60.02
all
60.03
1101 1901 2511 2598 2711 2798 3011 3098 9011 9098
60.04
0101 0501 1301 1501 1701 1801 2101 2501 2701 2801 2901 3001 4101 4701 4801 5001 5101 5301 5601 5801
60.05
0110 0199 2200 2300 2400 2500 2710 2799 2810 2899 2910 2999 3010 3099 3310 3399 3610 3699 3710 3799 3810 3899 4100 4200 4300 4400 5100 5200 5400 5810 6100 6200 6400
61.01
0100 2900 3100 3200 3400 3600 3700 4100 4200 4400 4600 4700 5100 5400 5700 6200 6400 6600 7200 7410 7499 7610 7699
61.02
0500 2500 2600 2800 3100 3200 3300 3500 3600 3700 3900 4000 4200 4300 4400 4800 5200 5300 5400 5700 5800 6200 6600 6810 6899 7210 7299 7800 8200 8400
61.03
All
61.04
1101 1301 1801 9101 9301 9801
61.05
3001 9901
61.09
5001
62.02
1110 1140 1160 1199 1910 1940 1960 1999 7100

Goods for which proof of origin required Groups III to VI

Heading/Trade codes
51.01
0500 0700 0810 0899 0910 0999 1110 1199 1310 1399 1610 1699 1810 1899 2100 2300 2600 2800 3200 3400 3800 4200 4400 4800 5000 6100 6400 6600 7100 7600 8000
51.03 51.04
all
53.05
1000 2210 2299 2900 3210 3299 3910 3999
53.06 53.07 53.08
all
53.10
1110 1199 1510 1599
53.11 54.03 54.04 54.05 55.04 55.06 55.07 56.04 56.06 56.07B 58.01
all
58.02
1200 1400 1700 1800 1910 1999 3000 4300 4910 4999 9000
58.03
All
58.04
0700 1100 1500 1800 4100 4300 4500 6100 6300 6700 6900 7100 7500 7700 7800 8000
58.05
0100 0800 3000 4000 5100 5900 6100 6900 7300 7700 7900 9000
58.06 58.07 58.08 58.09 58.10 59.01
all
59.02
0100 0900 3500 4100 4700 5100 5700 5900 9100 9500 9700
59.03
all
59.04
1100 1300 1500 1700 1800 6000 9000
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59.17C 59.17D 60.01A 60.01B
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62.03B 62.04 62.05
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GOODS FOR WHICH PROOF OF ORIGIN NOT REQUIRED Chapters 50, 52, 57, 63 and the following

Heading/Trade codes
51.01
1410 1499 2500 6200 7300
51.02 53.01 53.02 53.03 53.04
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2100 2600 3110 3199 3210 3299 3910 3999 4900 5899 7500 8510 8599
61.01
3800 4800 5800 6800 7800 9800
61.02
3400 4100 4500 4700 5500 6400 7400 7600 9400
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1682: Imports of textiles from the Philippines

Notice to importers 1679 (*Trade and Industry*, 5 May 1978) stated that the transitional measures for importing restricted textiles originating in the Philippines had been extended until 30 June 1978, up to a limit of 65 per cent of the relevant quota level.

The Filipino authorities are however now issuing some export certificates, and traders who obtain such documents may apply for an import licence by submitting the certificate, together with a completed form ILB/A, to Import Licensing Branch, Charles House, 375 Kensington High Street, London W14 8QH. In such cases the 65 per cent interim limit will not apply, and quotas may be licensed up to the overall quota level.

Traders are reminded that they should obtain the necessary import licence before authorising shipment of the goods, and that current exchange control regulations in respect of goods subject to quantitative restrictions prohibit banks from opening letters of credit, or amending those subsisting, unless they are satisfied that a valid import licence has been issued for such goods.

Inquiries: Import Licensing Branch, tel. 01-603 4644 ext. 367.

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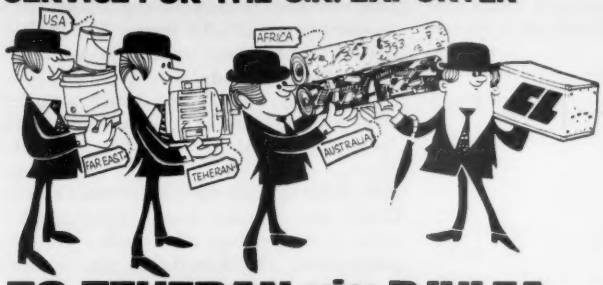

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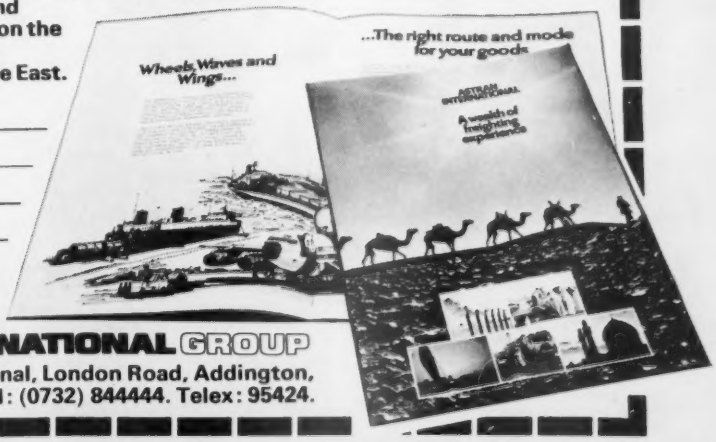

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Overseas trade exhibitions

Slow going at this year's Hanover fair

From Patrick Edwards, British consulate-general, Hanover

The thirty-first Hanover fair, which reflected present day technical development and constantly changing markets, was held from 19 to 27 April. The fair was opened by Otto Graf Lambsdorff, the Minister for Economic Affairs in the Federal Republic of Germany.

As in previous years the UK was the largest foreign exhibitor with 103 firms on seven joint-venture groups, sponsored by relevant trade associations and supported by the British Overseas Trade Board.

Additionally some 68 British manufacturers exhibited their products independently or from their agent's stands. The British industrial development organisations, Midland Bank and Tozer-Kemsley Milbourne GmbH were also once again represented in the international hall. The British consulate-general at Hanover manned a busy information stand offering commercial services and investment advice to British and foreign business men.

Most of the British exhibitors have shown regularly at Hanover over the years. Results this year were mixed – some exhibitors being well satisfied with the level of quality of inquiries received while others experienced a quiet time. Indeed most British exhibitors found that at this year's Hanover fair the pace' was rather slow.

The British companies were, with some exceptions, pleased with their stand positions in the various halls, especially the Sira Institute which this year had an outstanding stand design in the hall of its choice.

The Lighting Industry Federation group was numerically the largest joint venture for 1978 with 24 firms. Generally speaking all members of this group were satisfied with the level and quality of inquiries although it was noticed that there was a decline in the number of middle east visitors compared with previous years and an increase in visitors from Scandinavian countries.

The Business Equipment Trade Association was on the whole quite happy and all participants said they would return next year. Once again there were two Birmingham groups: one from the Birmingham Chamber of Commerce and the other from the Birmingham Engineering and Building Centre. There the consensus of opinion was that the response had been worth while and they would certainly return next year.

Other joint-venture groups were sponsored by the Electronic Components Centre and the British Electrical and Allied Manufacturers Association, whose members were generally pleased.

A success was notched up by the independent exhibitor, Tilghman Wheelabrator, taking part for the first time in Hanover, when it sold its exhibit – a shot-blast machine – to a German customer for some £50,000. Another success was achieved by Abrahams which took an order worth £35,000 from a Middle East customer for crystal glassware and silver and gold-plated table ware.

An exhibit from Britain which attracted much attention was a 'Kite-Buggy' made by Amphi-kiting of Malmesbury. From an initial development designed to couple an amphibious vehicle to kites – hence the name amphi-kiting – the company has now developed a wide range of products all of which use kites to power them. The 'Kite-Buggy' was featured on German television.

On 19 April the British ambassador, Sir Oliver Wright, attended the opening ceremony and afterwards called upon independent British Exhibitors and British organisations in the international hall, accompanied by the consul-general, Alan Mason.

On 21 April the Hanover fair was visited for the first time by the Duke of Kent, vice chairman of BOTB, who visited all British firms in the joint ventures.

While the 1978 Hanover fair was perhaps not the completely dynamic success the optimists had hoped for, the event is clearly still thought by the majority of exhibitors to be the most important fair of its kind in the world – an event not to be missed.

Mr I. Yearsley, export director of Abrasive Developments of Henley-In-Arden, explaining his company's export success story to the Duke of Kent. Within an hour of the opening of the fair's second day the Midlands firm had sold three Vacqua wet-blast processing cabinets through its German distributors, at a total price of £12,000.

Measured success at instrument fair

From Roger Cambridge, British embassy Stockholm

The eleventh international instrument and measurement exhibition (IM '78), jointly organised by Stockholm International Fairs and the Swedish Association of Suppliers of Instrumentation, Measurement and Components (IM Association), held this year from 24 to 28 April was again supported by wide international participation.

Over 2200 companies from 30 countries were represented by 308 exhibitors. Sixteen British companies exhibited in a joint venture co-sponsored by the Sira Institute and the British Overseas Trade Board.

IM is a well-established trade fair which attracts considerable interest not least because the IM Association organise a comprehensive conference to coincide with the exhibition: its importance to companies operating in the fiercely-competitive Swedish market was clearly indicated by strong representation from such countries as the United States, West Germany, Japan and the Soviet Union as well as Sweden.

The joint venture was particularly well situated in the centre of the main hall and attracted a large number of inquiries. Orders worth more than £16,000 were received by companies in the joint venture, notably Airflow Developments Ltd, Castle Associates, Fisher Process Equipment Ltd and Kane May Ltd.

Three of the joint venture companies did not

have Swedish representatives at the start of the exhibition but by the last day all had received serious expressions of interest in their agencies and made valuable contacts which promised to provide them with an excellent entré into the Swedish market.

It is always difficult to assess with any accuracy the amount of potential business done at trade exhibitions in Sweden and IM '78 is no exception. However, judging from the joint venture members' reactions to the number and quality of the inquiries they received the exhibition was, certainly for them, a success.

Machine tools on show in Sweden

From British consulate-general, Gothenburg

Machinery and transport equipment is the largest component in Britain's exports to Sweden, one of the country's most important European trading partners. It was appropriate therefore that the British joint venture at this year's ISM held from 20 to 25 April was the biggest national stand in this the heaviest machine show ever in 61 years of Gothenburg international exhibitions.

The British companies were all very pleased with their position in the main hall, and particularly with the open stand design which added to its attraction and the feeling of extra space.

The British group was sponsored by the Machine Tool Trade Association which took a very active part at the show backing up members whose machines demonstrated their capabilities for grinding, drilling, milling and other forms for metal and wood processing.

This year's ISM concentrated for the first time on machine tools. Over 1000 tonnes of machines worth an estimated £60 million from 23 countries and 550 manufacturers were exhibited. About 14 000 visitors came, of which 850 were from abroad (mainly the other three Nordic countries). It is interesting to note that an estimated 9400 came from the engineering industry, and that every fifth visitor was a company director. Nearly half the visitors stated they had either placed orders already or were planning to purchase.

In general the British exhibitors were content with results; some were even more than pleased having actually sold machines and having received a handful of serious inquiries. They were all ably supported by their Swedish agents and remarked on the happy coincidence of the Gothenburg fair following so conveniently in terms of timing on the machine tool inward mission from Sweden which visited the UK a few weeks earlier. The British hosts in March who came to Gothenburg to exhibit stated they had been visited by all the members of the Swedish mission and business had resulted.

The total Swedish machine tool market is estimated to be worth over £100 million a year and only one-third or so of this demand is met from within the country. This is in itself an incentive to exploit the market but, in addition, Sweden, with its modern engineering industry, is regarded as an ideal testing place for modern machinery. Success there will normally be repeated in other parts of the world. Many of the 1000 or so machines exhibited at ISM were numerically controlled, and a general slogan seemed to be: 'Let man use his brains instead of his muscles'.

The next machine tool fair in Gothenburg will be held in conjunction with ISM, 20 to 25 March 1980, and many bookings have already been made. The success of this new biennial venture at the Svenska Mässan halls seems to be assured.

Optical industry sees rosy future at Stuttgart

From W. Seidler, British consulate-general, Stuttgart

Optica 78, the largest and by far the most important international trade fair for the ophthalmic and optical industry, opened on 29 April in Stuttgart with encouraging speeches by Professor Rodenstock, the chairman of the German Optical Industry Federation, Manfred Rommel, the Lord Mayor of Stuttgart, and Dr. Eberle, Baden-Württemberg's Minister of the Economy. Stuttgart was praised as a logical site for this year's Optica, as Baden-Württemberg contains 40 per cent of the German optical industry.

Some 280 exhibitors displayed a comprehensive range of spectacle frames, ophthalmic optical test equipment and a wide variety of optical production machinery. About 40 per cent of the exhibitors came from abroad, led by the UK with 17 firms exhibiting on a joint-venture stand in the main hall, and four others showing independently. The significance of the fair was increased as the thirtieth annual congress of the German optometric and optical society was held at the same time and this brought a large number of opticians to Stuttgart.

Nearly all of the 17 firms on the joint-venture reported excellent business by the end of the four-day fair, and all had prospects of further business as a result of contacts made. Nuoptic estimated orders for its range of spectacles and sunglasses could amount to £50,000 or more, but among the most satisfied British firms were Optoplast Manufacturing, which landed an order worth £150,000 for sunglasses and spectacle cases within an hour of opening and subsequently received several other sizeable orders.

But good though business was, it was the wealth of market and design information which the British exhibitors were able to gather from their international competitors, who all exhibited their latest designs, which was greatly valued.

There was general agreement that participation in Optica is a valuable means of doing business in this field and that there will be very substantial British participation in this fair in Karlsruhe in 1979.

The Dorset Ltd stand at Optica 78 fair.

Animals and space-frame boost at agricultural show

From Arlette Leplat, BOTB, Frankfurt

UK firms exhibiting pigs and horses sold all their animals on show at this year's DLG international agricultural exhibition held in Frankfurt from 29 April to 4 May. It was the first time that live pigs from the UK were exhibited in West Germany. Interest shown in the British-bred hybrid pigs was keen and extensive business in female breeding stock is now assured. In fact, breeders received so many inquiries and orders for future delivery to German customers that supply might become a problem.

The British companies taking part with the backing of the British Overseas Trade Board and the sponsorship of the British Agricultural Export Council (BAEC) also exhibited farm equipment, veterinary products, animal feed and equestrian items including saddlery. Another BOTB group of five firms sponsored by the Agricultural Engineers Association exhibited in the appropriate machinery sections of the show.

Some of the joint-venture exhibitors are already represented in the German market and many of the inquiries during the show will be handed over to their agents for following-up potential business. Others participants used the event to introduce their new products and several were there for the first time to test the market and make contact with possible agents.

It is estimated by BAEC that its members' off-stand sales and orders for immediate delivery totalled £285,000 with £1,900,000 taken up in forward orders. Agency and distribution agreements were secured in many countries throughout the world. Manufacturers of agricultural machinery were also pleased as off-stand sales were done and further orders were expected to follow.

A further addition to the British success was achieved when a German contractor expressed interest in buying the UK-made structural space-frame of the 460 m² covered area. The factory-made steel pyramid units were connected together on site and the whole building, including the concrete bases and external aluminium cladding and roofing was completed within nine days.

This year's attendance at the DLG reached 350 000, an increase of about 50 000 on the figure for the previous show which was held in Munich. The exhibition is of great significance for the German agricultural industry and it is also visited by specialists from all over the world.

Overseas trade export services

Freepost reader service

For further information on items in this section, circle the corresponding number on the reader services page near the end of the magazine.

New groupage service to Denmark

Immingham Freight Services, Manchester depot, which serves the north-west of England, has introduced a new groupage service to Odense, Denmark. Using 12 m TIR trailers, the weekly service departs from Manchester each Friday. Cargo can be received at the depot up to 10.30 am on Fridays, for arrival in Odense the following Monday.

Immingham Freight operates a special van-collection service for consignments under 5000 kg, which is available to exporters throughout the north west. Loads over 5000 kg can also be collected ex works, using the 12 m export trailer on its way between Manchester and the east coast.

Trailers are shipped via a weekend ro-ro service between Grimsby and Esbjerg, and are collected from Esbjerg by Immingham Freight Services' local agents, Halle and Broserup AS, responsible for customs clearance and haulage to its Odense terminal.

Further information: circle 631

Office facilities in Brussels

Personnel and Telephone Service (PTS) offers local-office facilities for companies that wish to maintain a presence in the Belgian market. All the usual secretariat services, ie typing, translations, transmission of messages, domiciliation, are available plus professional financial counsel. This the company say gives the possibility of responsible supervision of local accounting arrangements, which often differ from those in the UK.

Further information: circle 632

Seabourne's new Italian service

A new daily export express freight road service between Milan, Italy and the UK is being introduced on 1 June by Seabourne (Overseas) Ltd.

The new route provides a daily guaranteed service to and from the UK and Milan five times a week from Monday to Friday inclusive.

Freight leaving Seabourne's Barking terminal is guaranteed to arrive at the company's appointed agent in Milan, Sotrans SRL, in only 36 hours.

A feature of all Seabourne's freight services is a 'money back' guarantee on all carriage costs if goods fail to arrive at the company's freight terminal within the guaranteed time specified for any reason within its control.

Further information: circle 633

MAT links Wales and Europe

From the beginning of May MAT Transport in association with Western Roadways has started a regular groupage service linking south Wales with Belgium, Holland, Germany and France.

Groupage cargo will be consolidated in the Bute east dock area of Cardiff and will depart weekly in driver accompanied 12 m tilt trailers for Mannheim, Ratingen (near Dusseldorf), Zeebrugge, Rotterdam and Lille. There are full operating companies of the MAT Group in all these centres, so shippers can be assured of a door to door control of cargo.

Further information: circle 634

Tradeflow expands into Canada

Tradeflow International has opened a groupage service to Montreal.

In Canada, Tradeflow International (Canada) Ltd, will provide a service to any destination in Canada.

Tradeflow International has recently been accepted as approved consolidators by the Canadian North Atlantic Westbound Freight Conference.

Further information: circle 635

Export services: now every week

Export services will now appear every week in the pages of *Trade and Industry*.

If your company has recently introduced a new service for exporters – in, for example, the packing, forwarding, shipping, airfreighting, banking or translation fields – we would be glad to have details, plus a good black and white photograph where appropriate.

Items for inclusion in this feature should be addressed to the Overseas Editor, Trade and Industry, Room 439, 1 Victoria Street, London SW1.

Advertisers who wish to be associated with this feature should contact Dudley Masters on 01-242-9478.

Briefly . . .

Mace one. Neale and Wilkinson – a Constantine group company – organised the packing and despatch of a specially-designed mace to Australia. The mace is the emblem of office of the speaker of the Queensland parliament.

Co-operation. Transmeridian Air Cargo, the Stansted-based charter airline, and Associated Container Transportation (Australia) Ltd – ACT(A) – have signed an agreement to co-operate on the airline's Australian service. Basically, ACT(A)'s salesmen in the UK and Australia will be able to offer capacity on TAC's weekly DC8 flight to Melbourne as an additional service to their own fortnightly container sailings.

Driver accompanied. Carryfast International Ltd is now operating driver-accompanied 12 m trailers on its groupage service between the UK and the Irish Republic. The service operates on a daily basis, from Heathrow, Manchester and the Midlands, arriving at Dublin the following day.

Gulf office. Gatwick-based airbroker Viking Air Freight has opened a new office at Dubai.

Nottingham complex. Lep has opened its new offices and export packing complex in Nottingham. The new complex is sited just a few minutes away from the city centre, close to the ring roads and motorway routes.

Gib Autotelex. Britain's telex links with Gibraltar are now automatic, bringing to 113 the number of countries which UK telex users can contact direct.

Singapore daily. A new consolidation service from the UK to Singapore, Djarkata and Kuala Lumpur has been introduced by Emery Air Freight. It leaves daily from Heathrow and the company expects to cut delivery time by as much as 48 hours.

Midland in Moscow. Midland Bank group's new representative office in Moscow was opened on 11 May. The representation, currently operating from Hotel Intourist, will provide a vital point of contact for UK companies who are seeking to develop and expand their business activities in the USSR.

Further information: circle 636

Overseas trade country data

Barbados

Import licensing. The Barbados authorities have announced an amendment to the import licensing regulations. Tarrif no. 40.11 should now read:

Tarrif no.	Description of goods
40.11	Remoulded tyres; used tyres (originals including regrooved tyres)

Inquiries: OTAR 01-248-5757 ext. 7312/456/457.

Chile

Prohibition list amendment. The Chilean government has adopted the United States colour tv standards known as NTSC 525 lines for use in tv commercial broadcasting stations. As a result the Ministry of Economy has issued decree no. 165 published on 12 April, 1978 removing colour tv receivers from their prohibited imports list. These can now be imported either direct from abroad or through the free zones.

Inquiries: OTAR 01-248 5757 ext. 474/476.

France

Flush wooden doors. An order of the Ministry of Economy and Finance published in the *Official Journal* of 21 March announced that with effect from four months after the date of publication flush wooden doors for interior use (CCCN 44.23) must comply to French standard NF 23-303.

French importers are advised to obtain a certificate of conformity from the Ministère de l'Industrie, du Commerce et de l'Artisanat as this will be required by French customs before imported doors are allowed into France.

Copies of standard NF 23-303 can be obtained from British Standards Institution, Sales Department, Nowton House, 101, Pentonville Rd, London N1. Copies of the French text of the order can be obtained from OTAR

Inquiries: OTAR 01-248 5757 ext. 423.

French Polynesia

Consumption tax on alcoholic beverages. Under order no. 384 of 26 January 1978 the consumption tax for products under the following headings: CCCN 22.5, 22.06, 22.07, 22.08 and 22.09, that is to say, alcoholic beverages, has been increased by 10 per cent. Copies of the French text of this order are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Reforestation tax on wood, articles of wood and paper. Under order no. 384 of 26 January 1978 the reforestation tax has been increased to 1 per cent for articles under CCCN 44.05, 44.13 and to 3 per cent for other items in chapter 44, and all items in chapters 45, 48, and 94. Copies of the French text of this order are available.

Inquiries: OTAR 01-248 5757 ext. 423.

Indonesia

Prohibition to import colour photocopying machines. The Indonesian Minister of Trade has announced that, with effect from 12 April 1978, colour photocopying machines, parts, and equipment falling under tariff heading 90.10.00, may only be imported with a special permit from the Minister of Trade.

Inquiries: OTAR 01-248 5757 ext. 469/401/468.

Jamaica

State trading corporation subsidiaries. The subsidiary company of the Jamaica State Trading Corporation which will be responsible for the importation of pharmaceutical products is now named Jamacia Pharmaceutical and Equipment Supplies Ltd and is expected to commence operations shortly. Its managing director is Paul Ellis. Correspondence should be addressed to it care of the parent body. The Jamaica State Trading Corporation, 3rd Floor, Hotel Inter-Continental, King Street, PO Box 47, Kinston, Jamaica.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Devaluation of the dollar. The Jamaican Finance Minister announced on 9 May that an agreement had been reached for further assistance from the International Monetary Fund. The main points of the agreement were:

1 An immediate 15 per cent devaluation on the special exchange rate making the US dollar equal to J $1.55;
2 The immediate abolition of the two-tier exchange rate system;
3 A further gradual devaluation of 15 per cent over the next year in monthly instalments beginning with 1.5 per cent per month.

Libya

Import restrictions. The Libyan authorities have stated that wet batteries (accumulators) will be subject to import licensing. It is also announced that the General Motors car company, Tripoli, and the Aman company for tyres and batteries, Tajoura, hold the import monopoly for wet batteries (accumulators) for use in passenger cars, trucks and tractors. No further information is available.

Inquiries: OTAR 01-248 5757 ext. 462.

Madagascar

Development plan. A copy of Madagascar's development plan, in the form of law 77-002, defining broadly the government's socio-economic strategy and policies, in French, had now been received in Export Services Division. The document is available for inspection in the Statistics and Market Intelligence Library, Room D19, Export House, 50 Ludgate Hill, London EC4M 7HU, for a period of two weeks and will thereafter be available for loan. Applications for loan will be dealt with in strict order of receipt.

Inquiries: SMIL 01-248 5757 ext. 368/369.

Agricultural development plan. A copy of the above plan, in French, for the period 1978 to 80, defining Madagascar's proposed policy, problems and objectives in various agricultural sectors, has now been received in Export House. The plan puts special emphasis on land exploitation, irrigation works, fertilisers; current research work of the Food and Agriculture Organisation on the fishing industry; the planned increase in the production of vegetables, peanuts, sugar cane, vanilla, potatoes, cotton, tobacco, meat, pepper, etc; the importance of cattle-breeding; the need to train experts; the country's proposed production targets up to 1980, to specification, in French. The plan is available for inspection only in the Statistics and Market Intelligence Library, Room D 16, Export House, 50 Ludgate Hill, London EC4M 7HU, for a period of two weeks and thereafter will be available for loan. Applications for loan will be dealt with in strict order of receipt.

Inquiries: SMIL 01-248 5757 ext. 368/369.

Malta

Import licensing. The Malta *Government Gazette* 28 April, carried legal notice 54 of 1978 which had the immediate effect of adding 'crates for the distribution of milk, oil or wine, whether assembled or unassembled, in a

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU, tel. 01-248 5757. In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

finished or partly finished state' to the list of items requiring an import licence.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Netherlands

Washing preparations. A decree dated 16 March 1978 ('Staatsblad' 215), published on 27 April 1978, amends the washing preparations decree (commodity act). Copies of this decree (in Dutch) are available. An English translation should be available shortly.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

New Zealand

Amendments to poisons and drug regulations. The New Zealand government has issued the drug tariff 1974, amendment no. 13 which came into force on 1 April 1978 and the poisons regulations 1964, amendment no. 13 which comes into force on 13 April 1978. United Kingdom exporters can obtain copies of these amendments, on loan, from OTAR.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Nigeria

Import restrictions. The Nigerian customs department has confirmed that tariff nos 61.01 and 61.02 are included in the ban on clothing although these numbers were not given in the official decree.

Also, although they were omitted from the 1978 list, licences are still required for passenger cars of engine capacity of 2500 cc and under, and for brandy, bitters, liqueurs, rum, whisky, schnapps, gin and other potable spirits excluding potable spirits imported at high strength for local bottling by a manufacturer approved in that behalf by the commissioner. (22.08 and 22.09).

Inquiries: OTAR 01-248 5757 ext. 473.

Oman

Customs duties exemptions. On 12 March, the Ministry of Commerce and Industry announced that corn and barley grains will be exempt from customs duties and will be treated the same as flour.

Inquiries: OTAR 01-248 5757 ext. 475/420.

South Africa

Tariff application. A supplement to customs tariff application list no. 13/78, published in the South African *Government Gazette* of 5 May 1978 contains an application to the Board of Trade and Industries for increase in duty on:

1 Drills, drill bits and augers, classifiable under tariff subheading 82.04.90 and tariff heading 82.05 (excluding chisel blanks for rock drills, classifiable under tariff subheading 82.05.10, earthboring drill bits, classifiable under tariff subheading 82.05.20, rock drilling bits, classifiable under tariff subheading 82.05.40, and drills tipped with carbide of a kind commonly used on concrete, brick or stone, classifiable under tariff subheading 82. 05. 60).

Those British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

Inquiries: CRE 01-215 5274.

Spain

Reduction in home compensation tax. The Spanish *State Gazette* of 27 April published royal decree 826/1978 of the Ministerio de Hacienda, reducing to 2 per cent the home compensation tax to be paid on the importation of mineral ore and coke under the duty free quota.

This reduction, in force from 28 April to 30 June 1978 covers:

CCCN.26.01 A.2	Ores containing 62 per cent or more or iron in dry state.
CCCN.27.01 A	Coke (to be used by steel plants on the production of steel).

No further information is available.

Inquiries: OTAR 01-248 5757.

Duty-free quotas. The Spanish *State Gazette* of 27 April 1978 published the undermentioned royal decrees:

Royal decree 828/1978
Establishing a duty-free quota of 5000 metric tons for the importation of aluminium waste and scrap, CCCN.76.01 B which will be in force from 27 April to 31 December 1978.

Royal decree 829/1978
Establishing a duty-free quota for the importation of 330 000 metric tons of coke of size grading less than 80 mm which will be in force for one year from 1 January 1978.

Royal decree 830/1978
Establishing a duty-free quota for the importation of 20 000 metric tons of unwrought aluminium (alloyed and unalloyed). The breakdown of this quota is as follows:

CCCN.76.01 A.1 (unalloyed)	14 000 metric tons
CCCN.76.01 A.2 (alloyed)	6 000 metric tons

The quota will be in force from 27 April 1978 to 31 December 1978.

Royal decree 831/1978
Establishing the following duty-free quotas for the importation of steel products:

CCCN.73.08	Hot rolled coils with a thickness between 1.8 mm and 3.5 mm. Quota: 2000 metric tons.
CCCN.73.13 D.2d	Coils from cold rolling, without annealing, less than 0.4 mm to be used in the production of tinplate. Quota: 2000 metric tons.

These quotas will be valid from 27 April to 31 December 1978.

The Ministry of Commerce in Spain will be responsible for the allocation of licences for all the quotas under the above-quoted decrees.

No further information in available.

Inquiries. OTAR 01-248 5757 ext. 461/458/459/460.

Modification to tariff heading CCCN. 0404. The Spanish *State Gazette* of 27 April, published royal decree 827/1978 of the Ministry of Commerce, modifying the text of a subsection of CCCN. 0404 as follows:

CCCN. 04.04 G1 b 3
Butterkase, Cantal, Edam, Fontal, Fontina, Gouda, Italico, Kernhem, Mimolette, St Nectair, St Paulin, Tilsit, Havarti, Danbo, Samsoe, Flyleo, Maribo, Elbo, Tybo, Esrom and Molbo that fulfil the conditions established in note 6 (note 1 in Aduario Aduanero de Espana) with a cif value of at least 12 873 pesetas per 100 kg of nett weight for the EEC countries and at least 13 278 pesetas per 100 kg of nett weight for the other countries. Import duty 5 975 pesetas per 100 kg nett weight.

Inquiries: OTAR 01-248 5757 ext. 461/458/459/460.

Sri Lanka

Import duty changes. The government of Sri Lanka has announced various import duty changes effective from midnight of 11 April 1978. The amendments, which are mainly decreases, are as follows:

Tariff heading	Description	General rate of duty
05.02	Pigs', hogs' and boars' bristles or hair; badger hair and other brush making hair; waste of such bristles and hair	12½%
06.02	Other live plants, including trees, shrubs, bushes, roots, cuttings and slips	12½%
21.07	Food preparations not elsewhere specified or included:	
	A Saccharine tablets and other sweetening agents for diabetics	25%
	B Infants' milk foods	Free
	C Infants' and invalids' foods (other than infants' milk foods) approved by the Director of Health Services	Free
	D Autolysed yeast	5%
	E Other	50%
32.01	Tanning extracts of vegetable origin	
	A Wattle bark extract	Free
32.09	Varnishes and lacquers, etc	
	C Pigments in paint or enamel media:	
	(i) Aluminium paste	5%
	(ii) Other	50%
44.14	Wood sawn lengthwise, sliced or peeled but not further prepared, or a thickness not exceeding 5 mm; veneer sheets and sheets for plywood, of a thickness not exceeding 5 mm:	
	A Veneer sheets and sheets for plywood	5%
	B Other	50%
59.04	Twine, cordage, ropes and cables, plaited or not	25%
59.13	Elastic fabrics and trimmings (other than knitted or crocheted goods) consisting of textile materials combined with rubber threads	50%
71.02	Precious and semi-precious stones; unworked, cut or otherwise worked, but not mounted, set or strung (except ungraded stones temporarily strung for convenience of transport):	
	A Rough diamonds, unsorted	5%
	B Sorted industrial diamonds, whether or not worked	25%
	C Sorted diamonds, other than industrial diamonds, rough or simply sawn, cleaved or bruted	5%
	D Other diamonds	12½%
	E Other precious or semi-precious stones	12½%
84.06	Internal combustion piston engines	
	C Engines for propelling vehicles of chapter 87:	
	(i) Diesel engines of 4 cylinders and over with a cubic capacity of 3250 cc and over	5%
	(ii) Other	50%
	F Other engines:	
	(i) Diesel engines of 4 cylinders and over with a cubic capacity of 3250cc and over	
	(ii) Other	50%
84.41	Sewing machines; furniture specially designed for sewing machines; sewing machine needles:	
	A Sewing machines:	
	(i) Certified by the Ministry of Textile Industries as being of industrial type	5%
	(ii) Completely knocked down	75%
	(iii) Other	100%
85.01	Electrical goods of the following descriptions; generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:	
	H Other transformers:	
	(i) Not exceeding 5 kVA	50% or Rs 7/50 per unit
85.15	Radio-telegraphic and radio-telephonic transmission and reception apparatus, etc	
	E Portable radio-broadcast receivers, including receivers incorporating sound recorders or reproducers:	
	(i) Completely knocked down	100%
	(ii) Other	100% or Rs 250 per unit
87.06	Parts and accessories of motor vehicles falling within heading no. 87.01, 87.02 or 87.03	
	A Shock absorber piston assembly	25%

Tariff heading	Description	General rate of duty
	B Chassis with or without fittings for vehicles with a gross vehicle weight of 2300 kg or over	5%
	C Other	50%
97.06	Appliances, apparatus, accessories and requisites for gymnastics or athletics, or for sports and outdoor games (other than articles falling within heading no. 97.04)	12½%

The following addition has been made to the list of concessions:

Description	General rate of duty
Goods certified by the Ministry of Industries/Ministry of Textile Industries as having been imported for use in the manufacture of articles for export	Wherever for any items in the tariff more than one duty rate is applicable, the advalorem rate will apply

No further details are available.
Inquiries: OTAR 01-248 5757 ext. 420/475.

Investment promotion zones. Further to *Trade and Industry* of 30 September 1977 a bill establishing the Greater Colombo Economic Commission to be responsible for the zones and for economic development and foreign investment in the republic generally was passed by the National State Assembly on 25 January and entered into force on 9 February. It is hoped to establish several investment promotion zones with the first to be established at Katunayake adjacent to Sri Lanka's international airport.

Details received include the infrastructure and facilities of the zones, the investment incentives which will be given, and the authorisation of banking institutions in the zones. Copies of a note outlining the inventives are available from EIS, tel. 01-248 5757 ext. 7025.

Sweden

Amendments to patents act. It is proposed that the Swedish Patents Act be amended to take account of Sweden's ratification of the Patent Co-operation Treaty (PCT) and the European Patent Convention (EPC).

With one exception the new legislation will come into force on 1 June 1978, except for the provisions about compulsory deposition of micro-organisms in certain cases. These provisions will come into force on 1 October 1978.

Except for an amendment concerning immunities and privileges all amended acts and decrees are printed in the Swedish text which is available for public inspection, together with an unofficial translation, in the Chancery House Annexe of the Science Reference Library (Holborn Division), Chancery House, Lower Ground Floor, Chancery Lane, London WC2A 1AY.

Switzerland

Tobacco tax. Extract from *Feuille federale*, 17, volume I, 25 April, article 1105, para 212. It has been decided that a new cigarette tax increase will be applicable from 1 October 1978. The tax increase will be 20 per cent.

Thailand

Food regulations. The Thai government have issued Ministry of Public Health Notice, 42 (BE 2520), regarding the classification of goods packed in sealed containers as controlled food, their qualities or standards and labels, which will come into effect on 15 July 1978. Copies of these regulations are available.

Inquiries: OTAR 01-248 5757 ext. 401/468/469.

Turkey

Postponement of tariff reduction. The Turkish government, invoking article 10 of the additional protocol, to the Turkey/EEC association agreement has postponed the tariff reduction scheduled for 1 January 1978 for goods coming under the 12-year timetable for tariff elimination.

Inquiries: OTAR 01-248 5757 ext. 439.

United States

Aspirin powders. The *Federal Register* dated 21 April 1978 published a final rule by the Consumer Product Safety Commission to amend the regulation exempting certain aspirin powder preparations from the special packaging requirements for aspirin from child resistant packaging standards. A copy of the text is available.

Inquiries: OTAR 01-243 5757 ext. 456/457/7312.

Mercury vapour lamps. The *Federal Register* dated 21 April 1978 published a regulation proposed by the Food and Drugs Administration to establish a performance standard for high intensity mercury vapour discharge lamps to reduce the possibility of injury from exposure to ultra-violet radiation written comments (four copies) by 20 June 1978 to Food and Drugs Administration. Room 4 to 65, 5600 Fishers Lane, Rockville, MD 20857. A copy of the text is available.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Special steels quotas re-allocation. The Special Trade Representative's office has announced the following increase in current European community quotas effective from 12 April:

Item	Product	Quota lbs	Increase lbs
923.20	Sheet and strip	32 600 000	1 000 000
923.21	Plate	6 000 000	4 000 000
923.23	Wire rod	5 200 000	884 000

There have been no increases in 923.22 (bar) and 923.26 (alloy tool).

Meat products: nitrates and nitrites. The *Federal Register* 28 April, published a rule proposed by the Department of Agriculture to permit nitrates/nitrites to be used at a reduced level to preserve certain meat products. Written comments by 27 June to L15, Department of Agriculture, Room 1077, South Agriculture Building, Washington, DC 20250. A copy of the text is available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Christmas tree lights. The *Federal Register*, 3 May, published a rule by the Consumer Product Safety Commisssion proposing a consumer product safety standard for miniature decorative lights. Written comments (5 copies) by 3 July 1978 to Consumer Product Safety Commission, Washington, DC 20207. A copy of the text is available from OTAR.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Conversion of specific and compound rates to ad valorem rates of duty. The International Trade Commission is holding an investigation to determine the probable economic effect of adopting ad valorem rates in lieu of current specific and compound rates of duty. This is to assist the president in the multilateral trade negotiations.

The commission has issued, for public consideration and comment, a list of proposed ad valorem equivalents for specific and compound rates of duty. Hearings were held on 24 April.

The commission recognise that this was done at very short notice and it is holding open the period for written comments until 1 June, which is the date that the commission's report is due to go to the president.

A supplement to the basic report will be published later in the summer so that account can be taken of comments received by the 1 June deadline though not in time to be reflected in the first report.

Hearings are being held in Washington at which interested persons may appear by giving at least five days notice to the secretary to the commission.

Written statements may be submitted in lieu of, or in addition, to appearances at the hearings. These should be received by the commission at its offices at 701, East Street, North-west Washington DC 20436, at the earliest practicable date. Business data to be treated as confidential should be submitted on separate sheets each clearly marked at the top 'confidential business data'.

Inquiries: CRE 01-215 5397.

Import of speciality steels under quota. Imports in pounds weights from the EEC for the remaining product with quota still open as at 5 May.

Plates of stainless steel (item 923 21) 6 889 780.

Inquiries: CRE 01-215.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	Wholesalers	Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1976	1970	£ million	£ million			£ million 18,401	10,528	1,830	1,929	£ million		
1971	101.8	32 675	9 682	1 988	1 922	92	−148	52	18	1 074	279	795
1972	104.2	34 542	9 797	1 721	2 035	34	−145	48	15	126	−701	827
1973	110.4	36 062	10 253	1 730	2 377	1,321	597	102	379	−983	−2 354	1 471
1974	109.5	35 361	10 287	1 964	2 300	596	634	81	−109	−3 515	−5 195	1 680
1975	107.2	35 269	9 640	1 695	1 921	−842	−429	−111	−65	−1 614	−3 205	1 591
1976	109.7	35 406	9 444	1 633	1 900	97	5	23	9	−1 107	−3 510	2 403
1977	110.6	35 133	9 072	1 761	2 072	423	219	103	17	−35	−1 612	1 577
1976 2nd qtr.	109.2	8 793	2 346	400	468	−12	−66	−20	−45	−345	−909	564
3rd qtr.	109.5	8 879	2 377	414	488	5	−2	14	16	−377	−1 097	720
4th qtr.	111.1	8 928	2 343	422	496	105	73	3	5	−338	−961	623
1977 1st qtr.	110.0	8 758	2 260	418	502	233	125	51	102	−505	−947	442
2nd qtr.	110.7	8 644	2 293	433	508	228	164	39	−5	−364	−764	400
3rd qtr.	110.9	8 831	2 265	456	530	−31	−31	5	−44	483	54	429
4th qtr.	110.8	8 900	2 254	455	533	−7	−40	7	−36	351	45	306
1978 1st qtr.		9 015 pe								−220	−520	300 e
% change last 2 qtrs. on prev. 2 qtrs.	+0.5	+2.5	−0.7	+7.1	+5.2							
on a year earlier	+0.5	+1·3	−4.3	+9.0	+8.0							

	Industrial production		Personal expenditure		Prices and earnings				Labour (UK)			Visible trade (volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Average gross earnings of all employees (GB, all industries and services covered)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages	(not seasonally adjusted)				(old series)				at 1975 prices	
Base of index £m in base year Series in	1970	1970	1971 16,296	thousands	Jan. 1974		1970	1970	Jan. 1970	thousands		thousands	1975 19,462	1975 22,667
1971	100.1	99.4	100.0	108.5	80.0	9.4	104.6	109.0	118.7	775.8	3.4	130.9	84.6	83.3
1972	102.3	102.0	105.3	138.6	85.7	7.1	109.2	114.8	134.0	854.9	3.7	147.3	84.5	92.4
1973	110.0	110.5	110.3	137.1	93.5	9.1	144.5	123.2	152.1	611.0	2.6	307.0	96.8	105.6
1974	106.3	108.9	109.0	102.8	108.5	16.0	215.3	152.0	179.1	599.7[1]	2.6[1]	302.7[1]	103.9	107.9
1975	100.6	102.2	106.7	97.2	134.8	24.2	235.4	188.7	226.6	929.0	3.9	150.0[1]	100.0	100.0
1976	101.4	103.2	106.5	104.7	157.1	16.5	299.0	219.6	261.9	1 269.8[1]	5.4[1]	120.4[1]	109.9	105.5
1977	102.4	103.7	103.6	107.1	182.0	15.8	340.1	261.7	288.6	1 378.1	5.8	155.6[1]	118.9	107.0
1977 1st qtr.	103.2	105.3	103.3	104	174.1	16.5	341.5	248.0	280.2	1 329.5	5.6	..	115.7	109.1
2nd qtr.	101.9	103.0	102.5	103	181.9	17.4	347.7	259.2	285.2	1 340.6	5.6	157.7	118.0	109.8
3rd qtr.	102.7	103.7	104.3	112	184.7	16.5	340.5	267.7	288.4	1 414.6	5.9	151.9	124.1	106.4
4th qtr.	101.9	102.8	104.4	110	187.4	13.1	330.6	272.1	300.4	1 427.8	6.0	160.1	117.9	102.6
1978 1st qtr.	103.6 p	103.9 p	106.3	129	190.6	9.5	326.7	278.9		1 409.4	5.9	187.7	120.5 p	113.6 p
1977 May	103.3	104.8	103.2	108	181.7	17.1	348.3	259.8	286.2	1 323.8	5.5	159.4	116.0	109.6
June	100.3	100.6	102.1	95	183.6	17.7	345.2	262.4	286.2	1 364.3	5.7	158.1	121.9	114.5
July	102.8	104.2	104.8	113	183.8	17.6	344.5	265.8	286.5	1 398.5	5.9	155.2	123.1	110.4
Aug.	102.6	103.3	104.7	116	184.7	16.5	338.8	268.1	288.7	1 410.3	5.9	153.4	123.4	101.3
Sept.	102.6	103.5	103.5	107	185.7	15.6	338.1	269.2	290.1	1 434.9	6.0	147.2	125.9	107.5
Oct.	101.7	102.5	102.7	116	186.5	14.1	333.8	271.0	294.6	1 431.5	6.0	156.0	119.4	101.3
Nov.	101.6	102.1	103.1	108	187.4	13.0	329.9	272.0	300.1	1 429.6	6.0	159.4	115.3	98.4
Dec.	102.5	103.6	106.9	104	188.4	12.1	328.0	273.3	306.6	1 422.3	6.0	165.0	118.9	108.1
1978 Jan.	103.2	103.4	104.9	125	189.5	9.9	324.9	277.1	306.5	1 419.2	5.9	180.3	112.3	114.3
Feb.	103.9	103.9	106.8	120	190.6	9.5	324.2	279.2	310.6 p	1 409.0	5.9	187.0	127.9	110.1
Mar.	103.7 p	104.5 p	107.0	142	191.8	9.1	330.9 p	280.5 p		1 400.0	5.9	195.8	121.4	116.4
Apr.			106½				337.2 p	282.6 p		1 387.1 p	5.8	203.6 p	126.3 p	102.6 p
% change latest 3 months on prev. 3 months	+1.7	+1.1	+1.6	+18.0	+1.7		+1.0	+2.4	+4.4	−1.8			+8½	+2½
on a year earlier	+0.4	−1.3	+4.1	+24.0	+9.5		−4.3	+11.7	+10.8	+5.1			+8	+4½

p Provisional pe Preliminary estimate e Estimate .. Not available [1] Average of available months

Inquiries: 01-215 3453

Machine tools' activity steady in recent months

Metal-working machine tool sales and orders in January

Provisional statistics for the months up to and including January 1978 show a further increase in the current value of total sales; allowing for inflation and seasonal changes, however, overall activity has probably changed little in recent months. The intake of new orders has continued to exceed the level of sales and the current values of orders-on-hand have continued to grow in recent months, although at constant prices they may have eased back a little. Total new orders were 33 per cent higher than a year earlier with much of this attributable to a price increase. Export new orders, however, have not exceeded sales in the latest few months and the export order book has shortened.

The estimate for employment at 51 600 suggests that there has been little change in the numbers in recent months.

Recent trends

The provisional estimate for January 1978 together with estimates for November and December 1977 show that sales at current value terms rose by 7 per cent over the previous three months and by 6 per cent over the same period a year earlier. These figures include the effects of price increase and seasonal changes. After allowing for these, the volume of sales was probably little changed from the level of the previous three months. Compared with a year earlier the volume of sales was substantially lower. The recent increase of 7 per cent in value derives from an 11 per cent rise in home sales and a 3 per cent rise in sales for export.

The overall intake of new orders (net of cancellations) in the three months to January 1978 showed an increase of 1 per cent over the previous three months and a rise of only 6 per cent over the same period a year earlier. Hence, total new orders valued at £113 million in the latest three months exceeded sales in the same period by 4 per cent. An increase in orders from the home market of 3 per cent to £73 million in the latest three months was partly offset by a fall of 1 per cent in orders from abroad to £40 million. Compared with a year earlier the inflow of orders from the home market was about a third higher but new export business fell by 24 per cent hence total new orders were slightly higher than in November 1976-January 1977 in current values, but moderately lower in volume.

Overall order books stood at £275 million at the end of January 1978, and have increased by 2 per cent during the latest three months to a level 33 per cent up on a year earlier. Probably about two thirds of this increase reflected higher prices, the increase in volume being in the region of 10 per cent. Home order books increased steadily through 1977 to reach £157 million at the end of January 1978, 55 per cent higher than in January 1977. During the latest three months the increase was only 5 per cent. Export orders-on-hand, however, have slipped back from the high levels of last summer to £118 million at the end of January. They fell by 3 per cent during the latest three months but were still 12 per cent higher than a year earlier but perhaps were not very different in terms of volume.

In terms of current activity the order book is sufficient to maintain the industry into the autumn.

Employment

The estimate for January 1978 shows a seasonal fall of 400 employees from the previous month and a rise of 700 employees since January 1977. Significant revisions have been made to the level of the series in recent years reflecting newly available information. The trend however is unchanged and shows that employment in the industry has been rising since the second quarter of 1976 reflecting the improvement in the order situation. Some areas of weak demand and uncertainty still exist within the total, however.

Adjustment of estimates

The monthly estimates up to and including September 1977 have been adjusted to be consistent with the more comprehensive quarterly inquiry recently published, and the latest provisional estimates will be revised when the appropriate information becomes available. Net new orders and orders-on-hand have been adjusted on the same basis of coverage and valuation as sales.

The monthly statistics will be published in the Business Monitor PM 332 and full details of the quarterly inquiry will be published in the Business Monitor PQ 332.

Inquiries on the published series should be addressed to the Department of Industry, Mechanical Engineering Statistics, Room 605, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG, tel. 01-212 0687.

Table 1 Metal-working machine tools: orders and sales £ million

	Sales			Orders outstanding[1]			New orders		
	Total	Home	Export	Total	Home	Export	Total	Home	Export
1970	218.6	137.3	81.3	159.5	86.8	72.7	213.9	130.8	83.1
1971	207.7	121.7	86.0	106.0	46.0	60.0	154.2	80.9	73.3
1972	184.7	111.6	73.1	113.3	55.7	57.6	192.0	121.3	70.7
1973	213.2	129.1	84.1	216.0	120.4	95.6	315.9	193.8	122.1
1974	254.4	149.9	104.5	312.9	164.1	148.8	347.9	191.9	156.0
1975	325.4	186.4	139.0	229.8	117.6	112.2	246.8	144.7	102.1
1976	351.6	206.9	144.7	199.5	102.0	97.5	321.3	191.3	130.0
1977 r	392.2	239.5	152.7	273.4	153.4	120.0	466.1	290.9	175.2
1976									
1st qtr	94.8	51.3	43.5	195.3	100.2	95.1	60.3	33.9	26.4
2nd	81.1	46.9	34.2	190.6	101.9	88.7	76.4	48.6	27.8
3rd	76.0	47.0	29.0	203.9	109.8	94.1	89.3	54.9	34.4
4th	99.7	61.7	38.0	199.5	102.0	97.5	95.3	53.9	41.4
1977									
1st qtr	97.7	60.3	37.4	220.3	106.2	114.1	118.5	64.5	54.0
2nd	91.2	56.6	34.6	253.2	134.5	118.7	124.1	84.9	39.2
3rd	94.0	57.6	36.4	266.9	142.0	124.9	107.7	65.1	42.6
4th	109.3	65.0	44.3	273.4	153.4	120.0	115.8	76.4	39.4
1976									
November	31.5	21.1	10.4	204.5	110.2	94.3	33.6	19.9	13.7
December	37.0	23.0	14 0	199.5	102.0	97.5	32.0	14.8	17.2
1977									
January	34.3	20.9	13.4	206.3	101.3	105.0	41.1	20.2	20.9
February	28.8	17.3	11.5	212.6	106.1	106.5	35.1	22.1	13.0
March	34.6	22.1	12.5	220.3	106.2	114.1	42.3	22.2	20.1
April	27.2	16.7	10.5	227.9	111.0	116.9	34.8	21.5	13.3
May	33.5	21.5	12.0	239.5	121.4	118.1	45.1	31.9	13.2
June	30.5	18.4	12.1	253.2	134.5	118.7	44.2	31.5	12.7
July	28.1	18.6	9.5	260.6	136.7	123.9	35.8	21.1	14.7
August	29.5	18.8	10.7	262.2	137.7	124.5	30.8	19.6	11.2
September	36.4	20.2	16.2	266.9	142.0	124.9	41.1	24.4	16.7
October r	35.2	19.9	15.3	271.1	149.4	121.7	39.4	27.3	12.1
November r	36.9	21.5	15.4	272.3	150.8	121.5	38.1	22.9	15.2
December r	37.2	23.6	13.6	273.4	153.4	120.0	38.3	26.2	12.1
1978									
January p	34.5	20.1	14.4	275.2	157.3	117.9	36.3	24.0	12.3
Three monthly totals:									
Nov 1977-Jan 1978	108.6	65.2	43.4	275.2	157.3	117.9	112.7	73.1	39.6
Aug-Oct 1977	101.1	58.9	42.2	271.1	149.4	121.7	111.3	71.3	40.0
Nov 1976-Jan 1977	102.8	65.0	37.8	206.3	101.3	105.0	106.7	54.9	51.8
Percentage change latest three months on:									
1 Previous 3 months	+7	+11	+3	+2	+5	−3	+1	+3	−1
2 A year earlier	+6	—	+15	+33	+55	+12	+6	+33	−24

[1] The values for orders outstanding relate to the ends of the periods shown. p Provisional. r Revised.

Table 2 Metal-working machine tools: employment

Thousands

1975		**1977**	
1st qtr	54.0	1st qtr r	51.0
2nd	53.0	2nd r	51.0
3rd	52.2	3rd r	51.6
4th r	52.0	4th r	52.0
1976		Nov r	51.9
1st qtr r	51.2	Dec r	52.0
2nd r	50.3		
3rd r	50.8	**1978**	
4th r	50.9	Jan p	51.6

r Revised. p Provisional.

Import penetration: trends in the trade performance of manufacturing industry

A new set of measures of the overseas trade performance of British manufacturing industry was introduced last August in *Economic Trends* [1]. The article described the construction of the ratios in detail and discussed the main features of annual data tabulated for 1968 to 1976. Since then the indicators have been refined and up-dated to give a comprehensive and more recent picture of UK industries' home and export performance. The full detail – minimum list heading (MLH) of the standard industrial classification (SIC) – is being published currently in a new quarterly Business Monitor 'M12 – Import penetration and export sales ratios for manufacturing industry' [2]. This article presents these ratios for a selection of industries approximating to the sector working parties

Import penetration and export sales ratios 1975-77

Per cent

SIC reference	Product group	Ratio 1 Imports/home demand									Ratio 2 Imports/home demand plus exports								
		12 months ended									12 months ended								
		Dec 75	Mar 76	Jun 76	Sep 76	Dec 76	Mar 77	Jun 77	Sep 77	Dec 77	Dec 75	Mar 76	Jun 76	Sep 76	Dec 76	Mar 77	Jun 77	Sep 77	Dec 77
Order III (excluding MLH's 239 and 240)	**Food and drink**	**22**	**21**	**21**	**20**	**20**	**21**	**21**	..	..	**21**	**20**	**20**	**19**	**19**	**20**	**20**	..	..
Order IV	**Coal and petroleum products**	**14**	**15**	**16**	**17**	**15**	**15**	**14**	..	..	**13**	**13**	**14**	**15**	**13**	**13**	**12**	..	..
Order V	**Chemicals and allied industries**	**23**	**23**	**24**	**25**	**25**	**26**	**27**	**27**	**27**	**17**	**17**	**18**	**18**	**18**	**19**	**19**	**19**	**19**
MLH 271.2	Organic chemicals	33	31	31	32	33	34	35	36	36	24	22	22	23	23	24	25	25	25
MLH 272	Pharmaceuticals	17	18	18	18	19	19	20	20	19	11	12	12	12	13	13	13	13	13
MLH 276	Synthetic resins and plastics materials and synthetic rubber	29	30	32	33	34	34	35	35	36	21	22	23	24	25	25	25	26	26
Order VI	**Metal manufacture**	**22**	**22**	**23**	**23**	**23**	**23**	**23**	..	..	**19**	**19**	**19**	**19**	**20**	**20**	**20**	..	..
MLH 311 and 312	Iron and steel and steel tubes	18	19	19	18	18	18	18	..	..	16	16	16	16	16	15	15	..	..
MLH 313	Iron castings	3	3	4	4	4	4	4	..	..	3	3	3	4	4	4	4	..	..
MLH 321 to 323	Non-ferrous metals	35	35	35	36	37	37	37	..	..	29	29	30	30	31	31	31	..	..
Order VII (excluding MLH 342)	**Mechanical engineering**	**28**	**28**	**29**	**29**	**30**	**30**	**30**	..	..	**18**	**18**	**18**	**19**	**19**	**19**	**19**	..	..
MLH 332	Machine tools	42	42	43	45	45	47	47	..	..	27	26	26	28	29	30	30	..	..
MLH 333	Pumps, valves and compressors	27	28	29	29	30	31	31	..	..	17	17	18	18	19	19	19	..	..
MLH 334	Industrial engines	26	24	22	21	21	22	22	..	..	14	13	13	12	12	13	13	..	..
MLH 335	Textile machinery	62	67	68	69	73	68	65	..	..	23	23	23	24	26	26	27	..	..
MLH 336	Construction equipment	59	61	60	58	58	59	60	..	..	22	22	22	22	23	24	23	..	..
MLH 337	Mechanical handling equipment	22	21	22	22	23	24	23	..	..	15	15	15	15	15	16	15	..	..
MLH 338	Office machinery	72	76	78	84	84	84	84	..	..	41	43	45	47	49	49	47	..	..
MLH 339	Other machinery	31	32	32	32	33	33	33	..	..	20	20	20	21	21	21	22	..	..
Order VIII	**Instrument engineering**	**51**	**52**	**52**	**53**	**54**	**55**	**55**	**56**	..	**33**	**33**	**33**	**33**	**34**	**35**	**35**	**35**	..
MLH 353 and 354	Surgical, scientific and industrial instruments	40	41	41	42	42	42	43	42	..	26	26	27	27	27	28	27	27	..
Order IX	**Electrical engineering**	**28**	**29**	**30**	**31**	**32**	**34**	**35**	**36**	**36**	**21**	**21**	**21**	**22**	**23**	**24**	**25**	**25**	**25**
MLH 361	Electrical machinery	19	19	20	20	21	21	21	21	21	12	12	12	13	13	14	13	13	13
MLH 363	Telegraph and telephone apparatus	9	12	14	14	14	12	10	10	10	8	10	12	11	11	9	8	8	8
MLH 364	Electronic components	44	44	46	48	50	52	53	54	53	31	31	31	32	34	35	36	36	35
MLH 365.2	Other broadcast receiving and sound reproducing equipment [1]	36	39	41	40	40	43	45	47	48	31	34	34	33	34	37	39	41	41
MLH 366	Electronic computers	75	73	74	74	75	79	79	80	81	45	45	45	46	48	51	51	51	51
MLH 367	Electronic capital goods	23	23	23	25	24	24	25	25	25	15	15	15	16	16	15	15	15	15
MLH 368	Domestic electrical appliances	25	25	26	27	27	28	30	30	31	21	21	21	22	22	23	24	25	25
Order X	**Shipbuilding and marine engineering**	**59**	**57**	**54**	**49**	**43**	**46**	**47**	..	..	**47**	**44**	**42**	**38**	**33**	**36**	**36**	..	..
Order XI	**Vehicles**	**28**	**28**	**28**	**29**	**30**	**32**	**34**	..	..	**17**	**17**	**18**	**19**	**20**	**21**	**22**	..	..
Order XII (excl MLH 396)	**Metal goods not elsewhere specified**	**10**	**11**	**11**	**11**	**11**	**12**	**12**	..	..	**9**	**9**	**9**	**9**	**10**	**10**	**10**	..	..
MLH 390	Engineers small tools and gauges	15	16	17	17	18	18	18	..	..	13	13	14	14	14	14	15	..	..
MLH 399	Metal industries not elsewhere specified	10	11	11	11	12	12	12	..	..	9	9	10	10	10	10	10	..	..
Order XIII (excluding MLH 423)	**Textiles**	**25**	**26**	**27**	**28**	**28**	**29**	**30**	..	..	**20**	**20**	**21**	**22**	**22**	**23**	**23**	..	..
MLH 411	Man-made fibres	31	31	33	33	33	34	36	37	39	21	21	22	22	22	22	23	23	24
MLH 414	Woollen and worsted	16	17	18	19	20	20	20	..	..	11	12	13	13	14	14	14	..	..
MLH 417	Hosiery and other knitted goods	18	19	20	20	21	22	22	..	..	15	16	17	17	18	18	18	..	..
Order XIV (excluding MLH 433)	**Leather and leather goods**	**25**	**26**	**27**	**27**	**29**	**30**	**32**	**30**	**29**	**20**	**21**	**21**	**22**	**23**	**24**	**25**	**25**	**24**
Order XV MLH 441 to 445 and 449	**Clothing and footwear**	**22**	**23**	**24**	**25**	**26**	**26**	**26**	..	..	**20**	**21**	**22**	**22**	**23**	**23**	**23**	..	..
	Clothing other than headgear	21	23	25	25	26	26	25	..	..	19	21	23	23	23	23	22	..	..
MLH 450	Footwear	24	25	26	26	28	29	30	..	..	22	22	23	24	25	26	27	..	..
Order XVI	**Bricks, pottery, glass, cement, etc**	**7**	**7**	**7**	**7**	**8**	**8**	**8**	..	..	**6**	**6**	**6**	**6**	**7**	**7**	**7**	..	..
Order XVII (excluding MLH 474)	**Timber, furniture, etc**	**24**	**24**	**25**	**26**	**28**	**28**	**29**	..	..	**23**	**23**	**24**	**25**	**26**	**27**	**27**	..	..
Order XVIII	**Paper, printing and publishing**	**21**	**21**	**21**	**22**	**23**	**23**	**23**	..	..	**19**	**19**	**19**	**20**	**21**	**21**	**21**	..	..
MLH 481	Paper and board	55	54	54	56	56	56	55	55	55	51	51	51	52	52	52	51	51	50
Order XIX	**Other manufacturing industries**	**14**	**14**	**14**	**15**	**15**	**16**	**16**	..	..	**12**	**12**	**12**	**12**	**12**	**13**	**13**	..	..
MLH 491	Rubber	13	13	13	14	15	15	16	..	..	10	10	10	11	11	12	13	..	..
MLH 496	Plastics products not elsewhere specified	9	9	9	9	9	9	10	..	..	9	8	8	8	9	9	9	..	..
Orders III to XIX (excluding industries in note 2)	**Total manufacturing**	**22**	**22**	**23**	**23**	**24**	**24**	**25**	..	..	**18**	**18**	**18**	**19**	**19**	**20**	**20**	..	..

[1] The calculation of the ratios is inappropriate for some industries. In such cases and where suitable data are not available, the industry has been omitted. The industries concerned (which are thus excluded from the all manufacturing total) are: MLH 239 Other drink industries, 240 Tobacco, 342 Ordnance and small arms, 396 Jewellery and precious metals, 423 Textile finishing, 433 Fur and 474 Shop and office fitting.

Safety Inspections

Special IRB One-Day Conferences

LONDON – Wembley Conference Centre
Thursday, June 22
Monday, October 4
Monday, December 11

MANCHESTER – Portland Hotel
Wednesday, June 7
Tuesday, October 17
Tuesday, December 12

No change in employment law will be so rapidly and widely exploited in every unionised workplace as the commencement of workforce safety inspections from 1 October 1978. No employer who recognises a trade union can safely postpone consideration.

Will safety inspections always be held quarterly? Is there a case for agreeing with unions to more frequent inspections of high-risk areas, with longer periods elapsing between inspections of office premises? How much do supervisors know about safety inspections? Which managers should be members of safety inspection parties? How much will trade unionists learn about inspection techniques from safety law enforcement officers, fire inspectors and insurance inspectors?

These special one-day fixtures have been arranged principally for the very many IRB readers who were unable to obtain places at the May Conference, which was fully subscribed. The meetings will provide attenders with opportunity of discussing safety inspections with the leading analyst of new safety and industrial relations legislation. Discussion leader Bowes Egan is author of many leading texts and is currently engaged in producing the four-part ***Manual of Safety Representation***. The programme will cover the topics set out below and detailed overleaf.

A ***Basic Rules***
B ***Obligatory Inspections***
C ***Organisation***
D ***Hazards and Action***
E ***Ensuring Compliance***

JIRS Ltd, 346 Harrow Road, London W9 2HP. Tel: 01-289 1158
Registered in England No. 1299679

TOPICS FOR DISCUSSION

A The General Rules

1 Employers' general duties under the HASAWA, with particular emphasis on safety policies, information, instruction, training and supervision and safety representatives.

2 The legal rules which empower union safety representatives to make specific inspections.

3 Appointment and functions of representatives, rights and enforcement of rights, prosecution, administrative sanction and industrial pressure.

B Imperatives

4 Formal periodic inspections.

5 Inspections following accidents.

6 Inspections following dangerous occurrences.

7 Inspections as a consequence of disease or illness.

8 Inspections following identification or development of potential hazard.

9 Inspections following change in working conditions.

10 Inspections following availability of new information.

11 Investigations following complaint by an employee.

12 Immediate inspections on safety representative initiative, and the rules on investigations.

13 Safety representatives' roles in employers' inspections.

14 Fire hazard inspections and the function of the safety representative.

15 Insurance inspections and safety representative initiatives.

16 Factory inspector or local authority investigations and safety representatives.

C Particular problems of shape and size

17 Single employer, single union, single workplace, single activity –
e g office, small manufacturing concern.

18 Single employer, multi-union, single workplace, multi-activity –
e g engineering, sole factory manufacture.

19 Single employer, multi-union, multi-activity, multi-workplace –
e g area health authorities, hospitals, local authorities, multi-corporates.

20 Multi-employer. multi-union, multi-activity, multi- or single workplace –
e g construction and building, engineering as in CEGB tender work.

21 Mobility of employees within single workplace –
e g cleaners, messengers, maintenance staff, research and prototype activities.

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Mobility of employees involving a variety of workplaces –
e g road haulage industry, general delivery, local authority refuse collections, local authority rent collections.
Shift working, own time working and homeworking.

Particular Problems Caused by Activities at Work

Exposure to hazards, identification and consideration in respect of each workplace of questions of severity, immediate and delayed risk and periods of exposure –
e g chemical processes in various industries; the pharmaceutical industry; textile processes,
History of near misses, accidents, diseases and other occurrences during work –
e g engineering and construction industries.
Hazard sources and classifications, including substances, machinery, work methods and work systems.

Operating the Rules without Disruption

Trade union objectives, advertised policies and local variants.
Co-ordination of employers' duties and safety representatives' entitlements.
Industrial relations history of an organisation and safety implications.
Information and training agreements.
Provision of facilities and specialist assistance.
Collective agreements and periodic updating.
Consideration and reconsideration of safety policies.

olment will be at 9 a m. The meeting will start at 9.30 and close at
0 p m. Attenders will be issued with detailed working papers on the
n topics, and ancillary documentation. Lunch and refreshments will
provided.

Enrolment Form S.I. To: JIRS Ltd, 346 Harrow Rd. London W9 2HP

Please reserve a total of ..... places for the following attenders at the Special Safety Inspection Conferences identified below. I attach my cheque to value of £..... made payable to JIRS Ltd.

1 – 2	places @	£86.00 each*	9 – 14	places @	£70.00 each*
3 – 8	places @	£77.00 each*	15+	places @	£62.00 each*

VENUE	DATE	ATTENDER	DESIGNATION
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Name:.....

Organisation: .....

Address: .....

Telephone no.: ..... Telex: ..... COI No.: .....

** 30% must be added to fees in respect of delegates representing organisations which do not subscribe to the IRB. Appropriate COI numbers should be quoted on enrolment forms by subscribing organisations.*

of the Industrial Strategy, and covers the remainder of manufacturing industry at order level of the SIC.

Four ratios are shown in the table. Ratios 1 and 3 are those most frequently used hitherto but 2 and 4, which reduce distortions due to such factors as the inclusion of re-exports in the overseas trade components and share a common denominator,[3] have much to recommend them. The figures are based on current price data and are for 12-month periods, spaced three months apart, there being at present insufficient quarterly data to present seasonally adjusted series. The ratios are on a 'commodity basis' and so relate to the principal products of the industries listed.

By the year ending in June 1977 import penetration for all manufactures[4] had risen to a level above its earlier peak in 1974. The proportion of manufactured goods exported continued to grow, however, and overseas trade in manufactures was approximately in balance in that year.

Ratio 3 Exports/manufacturers' sales

12 months ended Dec 75	Mar 76	Jun 76	Sep 76	Dec 76	Mar 77	Jun 77	Sep 77	Dec 77
6	6	7	6	7	7	7	..	..
13	13	14	14	14	15	14	..	..
32	32	33	33	34	35	35	36	37
36	36	37	37	37	38	38	39	41
39	39	37	37	38	37	37	38	37
34	34	34	35	35	35	36	37	38
17	17	17	17	17	18	18	..	..
16	17	17	17	17	17	17	..	..
6	6	6	6	6	6	6	..	..
24	22	22	23	24	24	24	..	..
44	45	45	45	45	45	45	..	..
50	52	52	52	50	51	51	..	..
45	46	46	46	46	47	46	..	..
52	50	49	49	47	48	47	..	..
81	85	86	86	87	83	81	..	..
81	82	81	80	79	78	81	..	..
35	36	38	38	39	39	39	..	..
73	76	78	83	82	83	83	..	..
45	45	45	45	46	45	45	..	..
54	55	56	56	56	56	56	58	..
46	47	48	48	47	48	47	49	..
34	35	36	37	37	38	38	39	40
40	41	42	42	42	41	40	42	43
14	15	20	20	22	23	20	22	23
42	44	47	48	49	50	51	51	51
19	22	24	23	22	22	22	23	24
72	70	72	69	69	72	72	74	76
41	40	40	43	43	44	46	45	45
21	22	23	24	23	23	24	25	26
40	40	39	35	35	33	35	..	..
45	45	44	44	44	43	44	..	..
15	16	16	16	16	17	17	..	..
20	20	21	21	21	22	23	..	..
13	14	14	14	15	15	16	..	..
25	25	26	27	28	29	30	..	..
43	42	42	43	44	46	48	49	49
33	33	34	35	35	36	36	..	..
16	16	17	17	18	19	19	..	..
25	25	26	27	27	28	27	26	25
11	12	13	14	15	16	17	..	..
10	12	13	15	16	17	18	..	..
12	12	13	13	14	15	15	..	..
13	13	13	13	13	14	15	..	..
5	5	5	5	6	7	7	..	..
9	9	9	9	10	10	10	..	..
14	14	14	14	15	15	16	16	16
19	19	19	20	20	20	20	..	..
25	26	27	28	28	27	27	..	..
7	7	7	7	8	8	8	..	..
23	23	24	24	24	24	25	..	..

Ratio 4 Exports/manufacturers' sales plus imports

12 months ended Dec 75	Mar 76	Jun 76	Sep 76	Dec 76	Mar 77	Jun 77	Sep 77	Dec 77
5	5	5	5	5	5	6	..	..
11	11	12	12	12	13	13	..	..
27	27	27	27	28	28	29	29	30
27	28	29	29	29	29	28	29	30
34	34	33	32	33	32	32	33	33
26	26	26	27	27	26	27	27	28
14	14	14	14	14	14	15	..	..
14	14	14	14	14	14	15	..	..
6	6	6	6	6	6	6	..	..
17	16	16	16	16	17	17	..	..
36	37	37	37	37	36	36	..	..
36	38	38	37	35	35	36	..	..
37	38	38	38	38	38	37	..	..
44	43	43	43	41	42	41	..	..
63	66	66	65	64	61	59	..	..
63	64	63	62	61	59	61	..	..
30	31	32	33	33	33	33	..	..
43	43	43	44	42	42	44	..	..
36	36	36	36	36	35	35	..	..
36	37	37	37	37	37	36	38	..
34	35	35	35	34	34	34	36	..
27	27	28	29	29	29	29	29	30
35	36	37	36	36	36	35	37	38
13	14	17	18	20	20	18	20	22
29	31	32	33	33	32	33	33	33
13	14	16	15	14	14	14	14	14
39	39	39	37	36	36	35	36	37
35	34	34	36	36	38	39	38	39
16	17	18	19	18	18	18	19	20
21	22	23	22	23	21	23	..	..
37	37	36	36	35	34	34	..	..
14	14	14	14	15	15	16	..	..
17	18	18	18	18	19	20	..	..
12	12	12	13	13	14	14	..	..
20	20	21	21	22	22	23	..	..
34	33	32	33	34	36	37	37	37
29	29	30	30	30	31	31	..	..
13	14	14	14	15	15	15	..	..
20	20	21	21	21	21	21	19	19
9	9	10	11	12	13	13	..	..
9	9	10	11	12	13	14	..	..
9	10	10	10	10	11	11	..	..
12	12	12	12	13	13	14	..	..
4	4	4	4	5	5	5	..	..
7	7	7	8	8	8	8	..	..
7	7	7	7	7	7	8	8	8
17	17	17	17	18	17	18	..	..
23	24	24	25	25	24	24	..	..
7	7	7	7	7	7	7	..	..
19	19	19	19	19	19	20	..	..

Performance by sector

The successful performance of the food and drink sector has continued, imports being held at a steady level whilst a small rise in export share was achieved, thus reducing the proportional deficit (ratio 4 less ratio 2).

Chemicals is a sector where the earlier favourable trend seems to have halted. The detailed figures show that although export shares continue to grow in most parts of the industry, for pharmaceuticals they remain a little below their peak of 1974 and 1975.

In mechanical engineering several sectors have experienced an upward drift in import penetration (with the notable exception of industrial engines). However, the overall export share has meanwhile remained fairly constant.

Within the electrical engineering sector the increasing export share of telegraph and telephone apparatus evident in 1976 was maintained in 1977 whilst import penetration for that sector, which began to climb simultaneously, fell back towards 1975 levels. That pattern is reversed for 'other' broadcast receiving and sound reproducing equipment, where import penetration continued to climb steeply and export proportions steadied after a steep rise in 1976. In the computer industry import penetration has increased rapidly since 1975.

The changes in the ratios for the vehicles sector as a whole mainly reflect the performance of the motor vehicle industry, the largest part of the sector. Though remaining a substantial net exporter, export shares have fallen and import penetration has grown.

An improvement in the fortunes of the clothing sector is suggested by the levelling off of import penetration in 1977, whilst export proportions continued to rise. This is not, as yet, reflected by a similar change in the associated textiles industry where little improvement has been apparent.

[1] *Economic Trends*: August 1977. 'The home and export performance of United Kingdom industries' by J. D. Wells and J. C. Imber. Some of the series included in the article have since been revised and an up-dated version, consistent with the latest ratios presented here and in Business Monitor M 12, is available on request from the inquiries address below.

[2] The new Monitor is available from HMSO, PO Box 569, London SE1 9NH.

[3] 'Home demand' is calculated by adding imports to manufacturers' sales and deducting exports; thus home demand plus exports (the denominator in ratio 2) is equal to manufacturers' sales plus imports (the denominator in ratio 4).

[4] 'Manufactures' as used here relate to the products of orders III to XIX of the SIC (with the minor exclusions detailed in note 2 to the table), a much broader grouping than that used in the overseas trade classification.

Inquiries: Economic and Statistics Division 3B, Departments of Industry, Trade, and Prices and Consumer Protection, Dean Bradley House, Horseferry Road, London SW1P 2AG, tel. 01-212 6636.

'T & I' index inquiries

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Current account of the United Kingdom balance of payments for April

The current account of the United Kingdom balance of payments for April is estimated to have been in surplus by £336 million, following the deficit of £170 million in March.

The trade figures continue to fluctuate. There was an exceptional surplus on trade in goods in April of £236 million, following the erratic deficit of £270 million in March. About three fifths of the improvement reflected favourable movements in the more erratic elements of trade and in oil. Exports were valued at £3,004 million and imports £2,768 million. The balance on invisibles is projected to have been running at a monthly surplus of about £100 million.

Latest three months

In the three months ended April, the current account was in surplus by £348 million, compared with a deficit of £36 million in the previous three months.

In the latest three months, visible trade was in surplus by £48 million, compared with a deficit of £340 million in the previous three months. Trade in the more erratic items and in oil accounted for less than one fifth of this improvement. The surplus on invisibles in the latest three months is projected at £300 million.

Current account on balance of payments basis

VISIBLE TRADE (tables 2, 4, 5, 6 and 6a)

April

In April, there was an exceptional surplus on visible trade of £236 million, following the erratic deficit of £270 in March. Exports rose by £174 million between March and April, mainly reflecting higher exports of precious stones. In contrast, the value of imports fell by £332 million from the high March level. There was a marked decline in imports of fuels and other semi-manufactures (excluding precious stones), and imports of the more erratic items[1] also fell back; these movements accounted for around two thirds of the fall in total imports.

In terms of volume, exports rose by 4 per cent, while imports fell sharply, by 12 per cent. The export unit value index rose by 1 per cent and the import unit value index by 1½ per cent, leading to a fall of ½ per cent in the terms of trade index.

Three months ended April

In the three months ended April, there was a visible trade surplus of £48 million, compared with a deficit of £340 million in the previous three months. Between these periods there was a worsening of around £70 million in the more erratic elements of trade; this was more than offset by a decrease of £140 million in the deficit on trade in oil and widespread improvements among other commodity groups, with road vehicles making a notable contribution. Exports in the three

[1] Ships, North Sea installations, aircraft and precious stones.

Table 1 Current account

£ million, seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisibles: Balance	Invisibles: Credits	Invisibles: Debits
1977 3rd quarter	+483	+54	8 540	8 486	+429	4 000	3 571
4th quarter	+351	+45	8 204	8 159	+306	3 949	3 643
1978 1st quarter	−220	−520	8 454	8 974	+300 [1]	n.a.	n.a.
1977 November	+170	+68	2 668	2 600	+102 [2]	Monthly figures of credits and debits are not available	
December	+26	−76	2 780	2 856	+102 [2]		
1978 January	−232	−332	2 625	2 957	+100 [1]		
February	+182	+82	2 999	2 917	+100 [1]		
March	−170	−270	2 830	3 100	+100 [1]		
April	+336	+236	3 004	2 768	+100 [1]		
1977 Nov-Jan	−36	−340	8,073	8,413	+304		
Feb-Apr 1978	+348	+48	8,833	8,785	+300 [1]		

[1] Projections, subject to revision as information becomes available. [2] One third of the appropriate calendar quarter's estimate; monthly figures of invisibles not available.

Table 2 Current balance, visible trade and invisible trade

Balance of payments basis — £ million seasonally adjusted

	Current balance	Visible trade: Visible balance	Visible trade: Exports fob	Visible trade: Imports fob	Invisible balance
1976	−1 107	−3 510	25 422	28 932	+2 403
1977	−35	−1 612	32 176	33 788	+1 577
1976 1st quarter	−47	−543	5 655	6 198	+496
2nd quarter	−345	−909	6 171	7 080	+564
3rd quarter	−377	−1 097	6 499	7 596	+720
4th quarter	−338	−961	7 097	8 058	+623
1977 1st quarter	−505	−947	7 502	8 449	+442
2nd quarter	−364	−764	7 930	8 694	+400
3rd quarter	+483	+54	8 540	8 486	+429
4th quarter	+351	+45	8 204	8 159	+306
1978 1st quarter r	−220	−520	8 454	8 974	+300 [1]
1977 November	+170	+68	2 668	2 600	+102 [2]
December	+26	−76	2 780	2 856	+102 [2]
1978 January r	−232	−332	2 625	2 957	+100 [1]
February r	+182	+82	2 999	2 917	+100 [1]
March r	−170	−270	2 830	3 100	+100 [1]
April p	+336	+236	3 004	2 768	+100 [1]
1977 November-January	−36	−340	8 073	8 413	+304
February-April 1978	+348	+48	8 833	8 785	+300
Percentage change [3]			+9½	+4½	

[1] Projections, subject to revision as information becomes available. [2] One third of the appropriate calendar quarter's estimate; monthly figures of invisibles are not available. [3] Percentage change: latest three months on previous three months. p Provisional estimates. r Revised estimates.

Table 3 Invisibles

£ million seasonally adjusted

	Invisibles: Total: Balance	Total: Credits	Total: Debits	of which private sector and public corporations [1]: Balance	Credits	Debits
1976	+2 403	14 088	11 685	+4 673	12 944	8 271
1977	+1 577	15 596	14 019	+4 273	14 189	9 916
1976 1st quarter	+496	3 167	2 671	+1 003	2 894	1 891
2nd quarter	+564	3 373	2 809	+1 110	3 095	1 985
3rd quarter	+720	3 687	2 967	+1 279	3 377	2 098
4th quarter	+623	3 861	3 238	+1 281	3 578	2 297
1977 1st quarter	+442	3 773	3 331	+1 112	3 484	2 372
2nd quarter	+400	3 874	3 474	+1 091	3 574	2 483
3rd quarter	+429	4 000	3 571	+1 099	3 630	2 531
4th quarter	+306	3 949	3 643	+971	3 501	2 530
1978 January	+100 [2]	n.a.	n.a.	n.a.	n.a.	n.a.
February	+100 [2]					
March	+100 [2]					
April	+100 [2]					

[1] ie excluding general government transactions and all transfers. [2] See note [1] of table 2. n.a. Not available.

months ended April, at £8,833 million, were 9½ per cent (£760 million) above the low level of the previous three months. Export volume increased by 8½ per cent (8 per cent excluding the more erratic factors). But because of the recent erratic monthly movements, these increases exaggerate the underlying trend, which, for volume, is at present perhaps only slightly upward. The value of imports in the latest period was £8,785 million, 4½ per cent (£372 million) more than in the previous period. Import volume rose by 2½ per cent (1 per cent excluding the more erratic factors), and the underlying trend is almost certainly upwards. In the latest three months, the export unit value index rose by 1½ per cent and the import unit value index by ½ per cent; the terms of trade index rose by 1 per cent.

INVISIBLES (table 3)

The surplus on invisibles—services, interest, profits and dividends and transfers—is projected to be running currently at £100 million a month. The latest estimates of invisibles relate to the fourth quarter of 1977 when credits were £3,949 million and debits £3,643 million, giving a surplus of £306 million for the quarter (a monthly average of £102 million). Invisibles of the private sector and public corporations, excluding transfers, were in surplus by £971 million in the fourth quarter (a monthly average of £324 million).

Area and commodity analysis of visible trade on an overseas trade statistics basis

EXPORTS

By area (table 7)

In the three months ended April, the value of exports to the developed countries rose by 8 per cent in comparison with the previous three months. Deliveries to the EEC rose by 10 per cent, while the value of goods dispatched to the rest of western Europe was 3 per cent higher. Exports to north America rose by 6 per cent. Shipments to the other developed countries increased by 12 per cent. Exports to the developing countries in aggre-

Table 4 Export and import unit value and volume index numbers

Balance of payments basis — Indices 1975 = 100

	Unit value (Not seasonally adjusted)			Volume (Seasonally adjusted)	
	Exports	Imports	Terms of trade [1]	Exports	Imports
1976	120.6	121.9	98.9	109.9	105.5
1977	142.4	141.4	100.7	118.9	107.0
1976 1st quarter	109.7	109.9	99.8	106.2	100.3
2nd quarter	115.9	118.4	97.9	109.9	106.0
3rd quarter	122.9	124.5	98.7	110.0	108.3
4th quarter	130.2	133.8	97.3	113.5	107.3
1977 1st quarter	136.1	137.5	99.0	115.7	109.1
2nd quarter	141.7	141.3	100.3	118.0	109.8
3rd quarter	145.5	144.0	101.0	124.1	106.4
4th quarter	147.6	144.2	102.4	117.9	102.6
1978 1st quarter r	149.6	142.6	104.9	120.5	113.6
1977 November	147.2	143.8	102.4	115.3	98.4
December	148.3	143.8	103.1	118.9	108.1
1978 January r	149.5	141.9	105.4	112.3	114.3
February r	149.2	142.4	104.8	127.9	110.1
March r	150.2	143.5	104.7	121.4	116.4
April p	151.6	145.8	104.0	126.3	102.6
1977 November-January	148.3	143.2	103.6	115.5	106.9
February-April 1978	150.3	143.9	104.4	125.2	109.7
Percentage change	+1½	+½	+1	+8½	+2½

[1] Export unit value index as a percentage of the import unit value index.

Table 5 Balance of trade in oil and in other goods

Balance of payments basis £ million seasonally adjusted

	Visible balance		
	Total trade	Trade in oil [1]	Trade in other goods
1976	−3 510	−3 973	+463
1977	−1 612	−2 804	+1 192
1976 1st quarter	−543	−947	+404
2nd quarter	−909	−968	+59
3rd quarter	−1 097	−1 058	−39
4th quarter	−961	−1 000	+39
1977 1st quarter	−947	−800	−147
2nd quarter	−764	−745	−19
3rd quarter	+54	−602	+656
4th quarter	+45	−657	+702
1978 1st quarter r	−520	−646	+126
1977 November	+68	−154	+222
December	−76	−275	+199
1978 January r	−332	−236	−96
February r	+82	−202	+284
March r	−270	−208	−62
April p	+236	−115	+351
1977 Nov-Jan	−340	−665	+325
Feb-Apr 1978	+48	−525	+573

[1] Trade in petroleum and petroleum products.

Table 6 Trade in oil [2]

Balance of payments basis — Seasonally adjusted

	Balance of trade in oil	Exports of oil			Imports of oil				
		Total	Crude oil [1] [SITC (rev 2) 333.0]	Rest of division 33	Total	Crude oil [SITC (rev 2) 333.0]			Rest of division 33
	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	£ million fob	million tonnes	Average value per tonne £ fob	£ million fob
1976	−3 973	1 172	178	994	5 145	4 089	87.0	47.0	1 056
1977	−2 804	1 965	904	1 061	4 769	3 681	68.6	53.7	1 088
1976 1st quarter	−947	221	18	203	1 168	925	21.8	42.7	243
2nd quarter	−968	266	24	242	1 234	962	21.1	45.8	272
3rd quarter	−1 058	307	45	262	1 365	1 080	22.2	48.8	285
4th quarter	−1 000	378	91	287	1 378	1 122	21.9	51.1	256
1977 1st quarter	−800	454	163	291	1 254	1 006	19.1	53.0	248
2nd quarter	−745	516	239	277	1 261	988	18.2	54.3	273
3rd quarter	−602	560	300	260	1 162	880	16.2	54.3	282
4th quarter	−657	435	202	233	1 092	807	15.1	53.2	285
1978 1st quater	−646	468	268	200	1 114	864	17.3	49.9	250
1977 November	−154	147	72	75	301	203	3.8	53.1	98
December	−275	142	69	73	417	323	6.1	52.7	94
1978 January	−236	149	81	68	385	313	6.1	50.9	72
February	−202	153	94	59	355	269	5.4	49.7	86
March	−208	166	93	73	374	282	5.8	49.0	92
April p	−115	170	75	95	285	220	4.3	50.8	65
1977 Nov-Jan	−665	438	222	216	1 103	839	16.0	52.3	264
Feb-Apr 1978	−525	489	262	227	1 014	771	15.5	49.7	243
Percentage change		+12	+18	+5	−8	−8	−3½	−5	−8

[1] Not seasonally adjusted. [2] Trade in petroleum and petroleum products.

Table 6a Value and volume of exports and imports excluding the more erratic items[1]

Balance of payments basis — Seasonally adjusted

	Exports fob		Imports fob	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
1976	23 468	109.4	27 039	106.9
1977	29 501	118.0	31 108	107.4
1976 1st quarter	5 269	106.7	5 858	102 8
2nd quarter	5 639	108.5	6 479	105.2
3rd quarter	6 030	110.0	7 090	109.6
4th quarter	6 530	112.5	7 612	110.0
1977 1st quarter	6 929	115.1	7 927	111.1
2nd quarter	7 276	117.2	7 734	106.8
3rd quarter	7 792	122.7	7 909	108.2
4th quarter	7 504	116.9	7 538	103.6
1978 1st quarter r	7,833	121.3	8,348	115.8
1977 November	2 421	113.4	2 371	98.3
December	2 574	119.7	2 625	108.5
1978 January r	2 440	113.3	2 871	120.8
February r	2 747	127.4	2 641	109.6
March r	2 646	123.2	2 836	116.9
April p	2,668	124.1	2,555	103.9
1977 November-January	7,435	115.5	7,867	109.2
February-April 1978	8,061	124.9	8,032	110.1
Percentage change	+8½	+8	+2	+1

[1] These are defined as ships, North Sea production installations, aircraft and precious stones.

gate were up by 3 per cent in the three months ended April; shipments to the oil exporting countries were 6 per cent higher, while exports to the other developing countries, which fell in both March and April, were unchanged. The value of shipments to the centrally planned economies rose by 52 per cent, with high deliveries in the latest three months and lower exports in the earlier period.

By commodity (tables 8, 9 and 10)
The value of exports of manufactured goods in the three months ended April was 8 per cent higher than in the previous three months, with a volume increase of 6 per cent. Within this broad group of commodities, the value of deliveries of machinery and transport equipment increased by 6 per cent, with volume 5½ per cent higher. Exports of machinery increased by 4½ per cent in value and 2½ per cent by volume, while shipments of road vehicles rose 20 per cent in value with a similarly sharp rise in volume, both from slightly low base period levels. Chemical exports were up 6 per cent in both value and volume in the latest three months. Shipments

Table 7 Exports by area

Overseas trade statistics basis — £ million fob seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1976	26 024	18 612	9 249	4 298	3 116	1 949	6 630	3 221	3 409	726
1977	33 308	23 689	12 128	5 594	3 863	2 104	8 613	4 368	4 245	910
1977 1st quarter	7 716	5 539	2 813	1 300	902	525	1 925	1 026	899	207
2nd quarter	8 272	5 972	3 044	1 446	957	525	2 103	1 074	1 029	245
3rd quarter	8 829	6 290	3 161	1 506	1 083	541	2 213	1 132	1 081	258
4th quarter	8 491	5 888	3 110	1 342	922	513	2 372	1 135	1 236	200
1978 1st quarter r	8 849	6 141	3 245	1 350	997	548	2 382	1 185	1 197	293
1978 February r	3 108	2 166	1 142	490	343	192	836	406	430	90
March r	2 970	2 000	1 088	396	322	194	801	393	408	133
April p	3 056	2 164	1 142	459	361	201	790	416	375	96
1977 Nov-Jan	8 408	5 860	3 059	1 308	968	524	2 358	1 147	1 210	210
Feb-Apr 1978	9 134	6 330	3 373	1 345	1 026	586	2 427	1 215	1 212	319
Percentage change	+8½	+8	+10	+3	+6	+12	+3	+6	—	+52

Table 8 Exports by commodity

Overseas trade statistics basis — £ million fob seasonally adjusted

					Manufactures [2]								
						Machinery and transport equipment [2]							
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Other transport equipment [1,2]	Chemicals	Metals	Textiles	Other manufactures	Miscellaneous
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	79	5	67-69	65	Rest of 6 + 8	9
1976	26 024	1 692	735	1 265	21 616	10 383	6 994	2 377	1 012	3 007	2 362	972	4 892	715
1977	33 308	2 217	895	2 078	27 172	12 680	8 337	2 871	1 473	3 821	2 879	1 193	6 599	945
1977 1st quarter	7 716	494	228	482	6 263	2 863	1 925	669	270	879	699	298	1 543	214
2nd quarter	8 272	539	218	547	6 754	3 105	2 063	723	319	946	751	295	1 693	243
3rd quarter	8 829	591	232	588	7 189	3 394	2 128	736	530	1 029	742	309	1 634	244
4th quarter	8 491	593	218	462	6 966	3 318	2 221	744	354	967	688	292	1 730	244
1978 1st quarter r	8 849	699	208	499	7 178	3 320	2 195	759	366	980	738	307	1 840	232
1978 February r	3 108	243	69	162	2 546	1 168	771	279	118	351	258	104	645	70
March r	2 970	234	73	179	2 386	1 126	740	270	115	327	254	102	567	83
April p	3 056	240	80	183	2 502	1 159	758	292	109	334	268	103	663	81
1977 Nov-Jan	8 408	613	209	465	6 886	3 252	2 171	699	382	954	679	295	1 773	248
Feb-Apr 1978	9 134	717	222	523	7 434	3 453	2 269	841	343	1 012	780	309	1 875	234
Percentage change	+8½	+17	+6	+12	+8	+6	+4½	+20	−10	+6	+15	+5	+6	−5½

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

of metals continue to recover from the fall at the end of last year, rising by 15 per cent in value and 13 per cent in volume between the latest periods. The value of textile exports was 5 per cent higher, with volume showing a similar rise, recovering from the low fourth quarter level. The value of exports of other manufactured goods rose by 6 per cent and volume was unchanged, but excluding precious stones value fell by 3 per cent and volume by 4½ per cent. Exports of non-manufactured goods in total rose by 14 per cent in the three months to April. Within this category, shipments of food, beverages and tobacco continued at a high level, with rises of 17 per cent in value and by 15 per cent in volume between the latest periods, after having been broadly unchanged during the second half of last year. The value of deliveries of basic materials rose by 6 per cent with a sharp rise in volume. Fuel exports which had fallen

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Table 9 Exports by commodity: volume indices

Overseas trade statistics basis — Indices 1975 = 100 seasonally adjusted

					Manufactures [1]							
						Machinery and transport equipment [1, 2]						
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0 + 1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6+ 8
Weights	1 000	71	26	41	828	419	287	92	107	92	36	174
1976	108.8	103	117	120	109	101	100	104	124	109	117	117
1977	118.9	111	125	164	118	105	102	105	141	117	120	135
1977 1st quarter	115.1	108	131	155	113	100	98	103	131	115	125	133
2nd quarter	118.7	109	118	170	118	105	102	106	141	121	120	136
3rd quarter	123.9	114	130	183	123	110	103	105	150	120	122	131
4th quarter	118.1	115	121	149	117	105	104	105	142	109	112	138
1978 1st quarter r	121.8	137	120	174	118	103	100	107	144	115	120	142
1978 February r	128.1	143	120	171	126	109	105	117	154	119	121	150
March r	122.8	135	132	190	118	105	101	116	145	119	120	130
April p	124.4	137	145	193	122	109	103	128	148	127	119	141
1977 November-January	116.4	120	116	153	115	102	100	98	141	107	114	141
February-April 1978	125.1	138	132	185	122	107	103	120	149	122	120	140
Percentage change	+7½	+15	+14	+21	+6	+5½	+2½	+23	+6	+13	+5½	—

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 10 Exports by commodity: unit value indices

Overseas trade statistics basis — Indices 1975 = 100 not seasonally adjusted

					Manufactures							
						Machinery and transport equipment [1]						
	Total	Food beverages and tobacco	Basic materials	Fuels	Total	Total	Machinery	Road vehicles	Chemicals	Metals	Textiles	Other manufactures
SITC (rev 2)	0-9	0+1	2 + 4	3	5-8	7	71-77	78	5	67-69	65	Rest of 6+ 8
1976	120.7	115	124	126	121	122	122	123	114	119	115	124
1977	142.5	137	144	150	143	149	148	152	128	136	139	142
1977 1st quarter	136.2	131	143	144	136	139	139	142	127	133	133	137
2nd quarter	142.0	140	152	149	142	145	144	150	129	137	137	146
3rd quarter	145.7	143	146	153	146	152	151	155	130	136	142	147
4th quarter	147.5	140	139	150	149	157	156	160	131	137	145	145
1978 1st quarter	149.5	143	135	141	151	161	159	161	129	142	145	148
1978 February	149.1	142	134	140	151	160	159	160	129	142	146	148
March	150.2	145	136	139	152	161	160	162	129	142	144	150
April p	151.5	146	138	137	153	160	159	158	129	142	145	159
1977 November-January	148.2	140	138	148	150	159	157	161	130	139	145	146
February-April 1978	150.3	145	136	139	152	161	159	160	129	142	145	152
Percentage change	+1½	+3½	−1	−6½	+1½	+1	+1½	−½	−1	+2½	—	+4½

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 11 Imports by area

Overseas trade statistics basis — £ million cif seasonally adjusted

		Developed countries					Developing countries			
	Total	Total	EEC	Rest of W. Europe	North America	Other	Total	Oil-exporting countries	Other	Centrally planned economies
1976	31 569	22 569	11 510	4 645	4 280	2 134	7 860	4 296	3 564	1 109
1977	36 996	27 420	14 161	5 582	4 997	2 680	8 167	3 804	4 362	1 357
1977 1st quarter	9 169	6 608	3 380	1 300	1 259	668	2 157	1 032	1 125	302
2nd quarter	9 601	7 212	3 551	1 647	1 309	705	2 117	1 030	1 087	342
3rd quarter	9 239	6 767	3 601	1 218	1 328	620	2 065	924	1 141	371
4th quarter	8 987	6 833	3 629	1 416	1 101	687	1 828	819	1 009	342
1978 1st quarter r	9 870	7 463	3 874	1 553	1 307	728	1 975	925	1 050	310
1978 February r	3 157	2 342	1 220	485	415	221	665	296	369	124
March r	3 439	2 657	1 389	515	467	286	661	309	351	92
April p	2 990	2 398	1 340	443	415	200	557	238	319	83
1977 Nov-Jan	9 236	7 006	3 680	1 526	1 128	673	1 849	859	991	313
Feb-Apr 1978	9 586	7 396	3 949	1 443	1 298	707	1 883	843	1 039	299
Percentage change	+4	+5½	+7½	−5½	+15	+5	+2	−2	+5	−4½

Table 12 Imports by commodity

Overseas trade statistics basis

£ million cif seasonally adjusted

				Industrial materials				Finished manufactures [2]						
									Machinery and transport equipment [2]					
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other transport equipment [1, 2]	Other	Miscellaneous
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	79	8	9
1976	31 569	4 983	5 669	11 245	3 248	1 924	6 073	9 225	6 755	4 305	1 432	1 019	2 470	447
1977	36 996	5 945	5 252	13 491	3 612	2 365	7 513	11 803	8 780	5 298	2 133	1 349	3 023	505
1977 1st quarter	9 169	1 502	1 375	3 358	981	604	1 773	2 739	1 995	1 285	485	225	744	119
2nd quarter	9 601	1 561	1 377	3 462	888	593	1 981	3 086	2 346	1 297	496	553	741	122
3rd quarter	9 239	1 547	1 278	3 324	897	599	1 828	2 964	2 204	1 369	555	280	760	141
4th quarter	8 987	1 336	1 223	3 346	847	569	1 931	3 014	2 236	1 347	598	291	778	123
1978 1st quarter r	9 870	1 521	1 267	3 606	845	653	2 108	3 268	2 416	1 442	669	305	852	119
1978 February r	3 157	445	405	1 150	274	187	689	1 090	812	464	225	124	278	39
March r	3 439	533	426	1 278	291	237	749	1 131	853	493	232	128	278	42
April p	2 990	526	323	1 062	252	227	584	1 050	770	491	198	81	280	42
1977 Nov-Jan	9 236	1 450	1 251	3 391	836	602	1 954	3 032	2 213	1 371	611	231	819	113
Feb-Apr 1978	9 586	1 504	1 154	3 490	817	651	2 022	3 271	2 435	1 448	654	333	836	123
Percentage change	+4	+3½	−8	+3	−2	+8	+3½	+8	+10	+5½	+7	+44	+2	+8½

[1] Not seasonally adjusted. [2] Includes North Sea production installations.

Table 13 Imports by commodity: volume indices

Overseas trade statistics basis

Indices 1975 = 100 seasonally adjusted

				Industrial materials				Finished manufactures [1]				
									Machinery and transport equipment [1, 2]			
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
Weights	1 000	177	177	341	92	55	194	283	207	137	37	76
1976	106.4	102	100	112	119	122	106	109	108	104	127	110
1977	108.8	102	83	116	112	133	113	123	125	117	160	118
1977 1st quarter	109.5	105	87	117	122	137	109	118	117	116	148	120
2nd quarter	112.1	107	85	117	109	134	116	130	134	116	150	118
3rd quarter	108.0	104	80	114	111	135	110	123	125	119	168	116
4th quarter	105.5	92	78	117	109	128	117	123	125	116	177	118
1978 1st quarter r	116.4	101	85	128	116	153	126	132	132	126	174	133
1978 February r	111.4	89	82	122	113	129	124	131	132	121	176	129
March r	120.3	103	87	135	122	169	132	135	138	128	176	126
April p	103.4	101	64	113	105	158	104	123	122	124	150	124
1977 November-January	109.4	100	82	120	110	138	119	124	123	119	174	128
February-April 1978	111.7	98	78	123	113	152	120	129	131	125	167	126
Percentage change	+2	−2	−5	+3	+3½	+10	+1	+4	+6½	+4½	−4	−1½

[1] Includes North Sea production installations. [2] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 14 Imports by commodity: unit value indices

Overseas trade statistics basis

Indices 1975 = 100 not seasonally adjusted

				Industrial materials				Finished manufactures				
									Machinery and transport equipment [1]			
	Total	Food beverages and tobacco	Fuels	Total	Basic materials	Chemicals	Other semi-manufactures	Total	Total	Machinery	Road vehicles	Other
SITC (rev 2)	0-9	0 + 1	3	2, 4, 5, 6	2 + 4	5	6	7 + 8	7	71-77	78	8
1976	122.5	113	131	121	123	120	121	125	127	127	128	121
1977	141.6	132	148	141	145	140	140	144	146	144	155	139
1977 1st quarter	138.4	125	147	140	147	134	139	141	142	141	150	136
2nd quarter	142.0	130	150	144	149	140	143	143	145	143	153	139
3rd quarter	143.9	134	150	144	149	143	142	147	149	147	156	143
4th quarter	142.9	136	146	140	140	143	139	149	152	149	161	143
1978 1st quarter	141.6	139	138	138	131	142	140	150	154	148	172	141
1978 February	141.4	139	137	138	130	141	140	150	154	148	172	141
March	142.4	139	136	139	129	143	142	153	155	149	177	146
April p	144.8	140	140	141	131	146	144	156	158	151	179	150
1977 November-January	142.0	137	143	139	137	143	139	149	153	149	164	139
February-April 1978	142.9	140	138	139	130	144	142	153	156	149	176	146
Percentage change	+½	+2	−3½	—	−5	+½	+2½	+3	+2	+½	+7	+4½

[1] Indices for other transport equipment SITC (rev 2) 79 are not separately available.

Table 15 Derivation of the visible trade figures on a balance of payments basis

£ million

	Exports				Imports				
	Recorded	Seasonally adjusted			Recorded	Seasonally adjusted			
	Overseas trade statistics basis (fob)	Overseas trade statistics basis (fob)	Valuation and coverage adjustments	Balance of payments basis (fob)	Overseas trade statistics basis (cif)	Overseas trade statistics basis (cif)	Adjustments to bop basis: Valuation adjustments	Adjustments to bop basis: Coverage adjustments	Balance of payments basis (fob)
1976	26 024	26 024	−602	25 422	31 569	31 569	−1 944	−693	28 932
1977	33 308	33 308	−1 132	32 176	36 996	36 996	−2 184	−1 024	33 788
1976 1st quarter	5 848	5 784	−129	5 655	6 846	6 763	−423	−142	6 198
2nd quarter	6 459	6 303	−132	6 171	7 927	7 753	−480	−193	7 080
3rd quarter	6 309	6 617	−118	6 499	7 873	8 208	−518	−94	7 596
4th quarter	7 408	7 320	−223	7 097	8 923	8 845	−523	−264	8 058
1977 1st quarter	7 809	7 716	−214	7 502	9 217	9 169	−577	−143	8 449
2nd quarter	8 463	8 272	−342	7 930	9 766	9 601	−590	−317	8 694
3rd quarter	8 486	8 829	−289	8 540	8 964	9 239	−536	−217	8 486
4th quarter	8 550	8 491	−287	8 204	9 049	8 987	−481	−347	8 159
1978 1st quarter r	8 752	8 849	−396	8 454	9 791	9 870	−538	−358	8 974
1977 November	2 904	2 742	−74	2 668	2 944	2 804	−152	−52	2 600
December	2 808	2 894	−114	2 780	3 053	3 159	−169	−134	2 856
1978 January r	2 702	2 772	−147	2 625	3 241	3 274	−182	−135	2 957
February r	2 933	3 108	−109	2 999	2 987	3 159	−167	−73	2 917
March r	3 117	2 970	−140	2 830	3 563	3 439	−189	−150	3 100
April p	3 113	3 056	−52	3 004	3 053	2 990	−166	−56	2 768
1977 Nov-Jan	8 414	8 408	−335	8 073	9 238	9 236	−503	−320	8 413
Feb-Apr 1978	9 163	9 134	−301	8 833	9 603	9 586	−522	−279	8 785
Percentage change	+9	+8½		+9½	+4	+4			+4½

Table 16 Exports: Value and volume indices excluding the more erratic items

Overseas trade statistics basis

Seasonally adjusted

	Total [1]		Manufactures: Total [1]		Machinery and transport equipment [2]		Other manufactures [3]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
1976	23 705	108.1	19 297	108	9 407	101	3 549	115
1977	29 852	116.8	23 717	115	11 245	102	4 578	128
1977 1st quarter	7 008	113.9	5 555	112	2 595	99	1 102	128
2nd quarter	7 356	116.0	5 837	115	2 792	103	1 090	124
3rd quarter	7 889	121.5	6 249	120	2 885	104	1 203	132
4th quarter	7 600	115.9	6 075	114	2 974	104	1 184	129
1978 1st quarter r	7 931	120.1	6 259	116	2 966	102	1 275	136
1978 February r	2 781	126.1	2 219	123	1 054	108	433	139
March r	2 678	122.0	2 093	117	1 016	105	385	123
April p	2 701	122.9	2 146	120	1 056	110	410	130
1977 November-January	7 531	114.4	6 009	113	2 880	100	1 268	137
February-April 1978	8 160	123.7	6 458	120	3 126	107	1 228	131
Percentage change	+8½	+8	+7½	+6½	+8	+7½	−3	−4½

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones.

Table 17 Imports: Value and volume indices excluding the more erratic items

Overseas trade statistics basis

Seasonally adjusted

	Total [1]		Industrial materials: Total [3]		Other semi-manufactures [3]		Finished manufactures: Total [2]		Machinery and transport equipment [2]	
	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100	Value £ million	Volume index 1975 = 100
1976	29 399	106.6	10 081	114	4 909	108	8 219	110	5 748	109
1977	33 818	107.5	11 644	114	5 666	109	10 471	124	7 449	126
1977 1st quarter	8 624	110.8	3 034	119	1 450	112	2 518	122	1 773	122
2nd quarter	8 443	106.9	2 856	111	1 375	104	2 534	121	1 794	123
3rd quarter	8 593	108.4	2 951	116	1 455	112	2 691	126	1 931	130
4th quarter	8 158	103.7	2 803	112	1 387	108	2 728	126	1 951	129
1978 1st quarter r	9 030	115.7	3 062	126	1 564	122	2 972	135	2 120	136
1978 February r	2 857	109.6	972	119	511	120	969	132	691	133
March r	3 075	117.2	1 038	129	510	119	1 006	135	729	139
April p	2 760	103.6	912	112	434	101	971	128	691	130
1977 Nov-Jan	8 505	109.1	2 882	116	1 444	113	2 809	130	1 990	131
Feb-Apr 1978	8 692	110 1	2 922	120	1 454	113	2 946	131	2 110	134
Percentage change	+2	+1	+1½	+3	+½	+½	+5	+1	+6	+2

[1] Excluding ships, North Sea production installations, aircraft and precious stones. [2] Excluding ships, North Sea production installations and aircraft. [3] Excluding precious stones

towards the end of last year, were 12 per cent higher in value and 21 per cent in volume in the three months to April, mainly reflecting an increase in crude oil exports.

IMPORTS

By area (table 11)

In the three months ended April, the value of imports from the developed countries was 5½ per cent higher than in the previous three months. Deliveries from the EEC increased by 7½ per cent, while imports from the rest of western Europe fell by 5½ per cent, partly reflecting lower imports of precious stones. Imports from north America rose by 15 per cent, reflecting low imports in the previous three months resulting from the US East Coast docks strike, together with increased deliveries of aircraft in the latest period. Imports from the other developed countries increased by 5 per cent. Imports from the developing countries were up by 2 per cent, with a fall of 2 per cent in arrivals from the oil exporting countries (reflecting a sharp fall of fuel imports in April) and a rise of 5 per cent in deliveries from the other developing countries. There was a further fall – of 4½ per cent – in deliveries from the centrally planned economies.

By commodity (tables 12, 13, 14 and 17)

In the three months ended April, imports of food, beverages and tobacco increased by 3½ per cent in value but fell 2 per cent in volume. Arrivals of fuels decreased by 8 per cent in value and 5 per cent in volume, with the 3½ per cent fall in price reflecting in part the appreciation of sterling against the US dollar between the two three months periods. Imports of industrial materials in total rose by 3 per cent in both value and volume; excluding precious stones the increases were 1½ per cent and 3 per cent respectively. Within this group, deliveries of basic materials fell by 2 per cent in value, with a 5 per cent price decrease masking a 3½ per cent volume increase. The value of chemical imports continued at a high level rising by 8 per cent in value and 10 per cent in volume. Arrivals of other semi-manufactures increased by 3½ per cent in value, largely reflecting higher prices, with volume 1 per cent higher in the latest period; excluding precious stones, there was little change in either the value or volume of these imports. Deliveries of finished manufactures increased by 8 per cent in value and 4 per cent in volume; excluding the more erratic items the increases were 5 per cent and 1 per cent respectively. Within finished manufactures, the value of machinery imports rose by 5½ per cent, largely reflecting a volume increase of 4½ per cent. Deliveries of road vehicles rose by 7 per cent in value, but fell by 4 per cent in volume, with a sharp increase in price in the latest period. Imports of other finished manufactures (which includes certain consumer goods) were 2 per cent higher in value terms, but fell by 1½ per cent in volume.

Notes

Standard notes on definitions and coverage of the figures were published in *Trade and Industry* on 17 February.

Industrial dispute at Southampton

There was an industrial dispute in Southampton docks which began on 5 April. This would have affected imports more than exports. It is difficult to quantify the precise impact of the dispute on the figures but it is likely to have accounted for only a small part of the improvement in the balance.

Inquiries: Economics and Statistics Division 5A, Room 234, Department of Industry, 1 Victoria Street, London SW1H 0ET, tel 01-215 5703.

Vehicle production: provisional estimates for April

Provisional estimates of vehicle production in the United Kingdom in the four weeks ended 29 April 1978 are shown below. More detailed production figures are due to be published on 25 May. **Inquiries:** 01-212 0788.

Thousands

		Passenger cars		Commercial vehicles	
	No of weeks	Recorded	Seasonally adjusted (monthly average)	Recorded	Seasonally adjusted (monthly average)
1975	52	1 268	106	380.7	31.7
1976	*53*	*1 333*	*111*	*372.1*	*31.0*
1977	52	1 316	110	398.3	33.2
1977					
Jan	4	120	121	34.3	36.7
Feb	4	96	99	33.2	33.3
Mar	5	115	97	42.0	34.2
Apr	4	113	122	29.5	32.2
May	4	140	122	38.9	35.9
Jun	5	117	108	32.8	29.2
Jul	4	75	105	27.0	33.4
Aug	4	79	102	23.5	34.3
Sep	5	116	120	35.3	33.9
Oct	4	103	103	34.1	33.3
Nov	4	113	104	31.0	29.9
Dec	5	128	116	36.5	32.1
1978					
Jan	4	111	112	31.1	33.5
Feb	4	108	112	30.7	31.1
Mar	5	139	126	41.9	36.4
Apr p	4	119	121	34.9	36.2
Nov 1977-Jan 1978			*111*		*31.8*
Feb-Apr 1978			120		34.6
Percentage change			+8		+9

Retail sales: provisional estimate for April

Volume

The provisional estimate of the seasonally adjusted index of the volume of retail sales in April is 106½ (1971 = 100). The estimate suggests that trade remained close to the level of 106.3 recorded in the first quarter which was higher than the average for 1977. In the three months February to April the volume of sales was 1½ per cent higher than in the previous three months.

Value

Based on non-seasonally adjusted data, the provisional estimate of the value of total retail sales in April was 15 per cent higher than in April 1977. In the first four months of 1978, the average value of sales was 14 per cent higher than in the corresponding period of 1977.

Retail sales: volume and value

	Volume seasonally adjusted index (1971 = 100)		Value not seasonally adjusted – percentage change compared with a year earlier
1977		**1977**	
1st qtr	103.3	1st qtr	+14
2nd	102.5	2nd	+13
3rd	104.3	3rd	+15
4th	104.4	4th	+13
1978		**1978**	
1st qtr	106.3	1st qtr	+13
1977		**1977**	
Jan	104.5	Jan	+13
Feb	104.0	Feb	+15
Mar	101.7	Mar	+14
Apr	102.3	Apr	+12
1978		**1978**	
Jan	104.9	Jan	+12
Feb	106.8	Feb	+13
Mar	107.0	Mar	+15
Apr	106½ p	Apr	+15 p

p Provisional

Notes

The volume index is given to the nearest half per cent. The percentage increase in value compared with a year earlier is given to the nearest whole number.

Estimates are based on early returns to the monthly inquiry. These returns cover approaching one half, by turnover, of information available at the final stage. Past evidence suggests that the average error (ignoring sign) in the provisional estimates will be about ¾ per cent. However, as with all estimates based on partial data, caution must be exercised in interpreting a single month's figures.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments for the timing of holidays and adjustments to make allowances for the inclusion of an extra week in the January 1975 trading period. No adjustments are made to the non-seasonally adjusted data.

The final figures for April will be published in a press notice on Tuesday, 6 June 1978.

Inquiries: 01-215 3705

Economic Trends

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Retailers' stocks in March

Based on the non-seasonally adjusted data of table 1, the level of stocks at book values in March was £302 million higher than the previous month and 10 per cent higher than the same month a year earlier; at constant prices it was unchanged.

The estimate of the value of physical increase of retailers' stocks at 1970 prices and seasonally adjusted (table 2) suggests an increase of £62 million in March. The seasonally adjusted volume of retail sales in March was little changed; this is reflected in the ratio of stocks to sales (table 3), which returned to its January level.

Notes

1 The book value of retailers' stocks in the United Kingdom at end of December 1971 was £1,872 million.

2 The book values are valued exclusive of VAT.

3 For the estimates at constant prices, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus the relative accuracy with which constant price changes have been measured is likely to have been reduced in recent periods.

4 The statistics given in table 2 were introduced in an article in the issue of 28 March 1975.

5 The statistics presented in table 3 were introduced in the article in *Trade and Industry*, 17 March 1978.

6 Long-run series back to 1967 for both table 1 and table 2 were included in the article in *Trade and Industry*, 23 September 1977.

Inquiries: 01-215 3705.

Table 1 Level of retailers' stocks

£ million — At cost at end of month

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
At book values												
1975	2 766	2 814	2 947	2 856	2 948	2 985	2 962	2 963	3 139	3 452	3 700	3 333
1976	3 151	3 195	3 388	3 389	3 382	3 379	3 311	3 319	3 547	3 941	4 229	3 799
1977	3 656	3 726	4 095	4 163	4 165	4 220	4 029	4 037	4 286	4 695	5 170	4 417
1978	4 197	4 220	4 522									
Change in book values												
1975	−120	48	133	−91	92	37	−23	1	176	313	248	−367
1976	−182	44	193	1	−7	−3	−68	8	228	394	288	−430
1977	−143	70	369	68	2	55	−191	8	249	409	475	−753
1978	−220	23	302									
Percentage change on a year earlier												
1975	15	17	17	10	10	10	10	11	13	14	16	15
1976	14	14	15	19	15	13	12	12	13	14	14	14
1977	16	17	21	23	23	25	22	22	21	19	22	16
1978	15	13	10									
At constant (1970) prices – percentage change on a year earlier												
1975	−8	−7	−7	−12	−12	−11	−11	−11	−8	−6	−4	−3
1976	−2	−2	—	5	2	1	1	1	1	2	1	—
1977	1	1	4	5	5	6	3	3	3	2	5	1
1978	2	1	—									

Table 2 Retailers' stocks at 1970 prices

Seasonally adjusted — £ million

	Stocks level	Value of physical increase
1971		
1st qtr	1 668	−14
2nd	1 667	9
3rd	1 688	11
4th	1 700	12
1972		
1st qtr	1 708	8
2nd	1 749	41
3rd	1 734	−15
4th	1 715	−19
1973		
1st qtr	1 807	92
2nd	2 016	209
3rd	2 056	40
4th	2 094	38
1974		
1st qtr	2 074	−20
2nd	2 099	25
3rd	2 062	−37
4th	1 985	−77
1975		
1st qtr	1 941	−44
2nd	1 880	−61
3rd	1 896	16
4th	1 920	24
1976		
1st qtr	1 953	33
2nd	1 908	−45
3rd	1 924	16
4th	1 929	5
1977		
1st qtr	2 031	102
2nd	2 026	−5
3rd	1 982	−44
4th	1 946	−36
1978		
1st qtr	2 007	61
1977		
October	2 001	19
November	2 073	72
December	1 946	−127
1978		
January	1 968	22
February	1 945	−23
March	2 007	62

Table 3 Relationship of retailers' stocks to retail sales

Index numbers – fourth quarter 1969 = 100 — Seasonally adjusted

	Stock levels at 1970 prices	Retail sales at 1971 prices	Ratio of stocks to sales
1966	91	94	96.0
1967	94	96	96.9
1968	98	100	98.3
1969	100	100	100.0
1970	99	102	96.7
1971	100	104	96.2
1972	101	110	92.2
1973	123	115	107.4
1974	117	113	103.0
1975	113	111	101.8
1976	114	111	102.5
1977	115	108	106.3
1975			
1st qtr	114	114	100.3
2nd	111	113	98.0
3rd	112	109	102.9
4th	113	108	104.3
1976			
1st qtr	115	110	104.4
2nd	112	111	101.0
3rd	113	112	101.5
4th	114	110	103.1
1977			
1st qtr	120	108	111.3
2nd	119	107	111.8
3rd	117	109	107.5
4th	115	109	105.5
1978			
1st qtr	118	111	106.8
1977			
July	114	109	105.0
August	116	109	106.1
September	117	108	108.4
October	118	107	110.2
November	122	107	113.8
December	115	111	103.0
1978			
January	116	109	106.2
February	115	111	103,0
March	118	111	106.1
April		111 p	

p Provisional

Notes to table 3

1 The index numbers of the level of stocks relate to the end of each time period; the index of sales refers to retail sales during the period.

2 The 1971 = 100 index of retail sales has been rebased on the fourth quarter of 1969 for the purpose of this table.

3 The index numbers of the stocks sales ratio are calculated from unrounded estimates of the data in the previous two columns.

Catering trades' turnover in the first quarter

Catering turnover, at current prices and after seasonal adjustment, was 3 per cent higher in the first quarter of 1978 compared with the fourth quarter of 1977 and 7 per cent above the average level in 1977.

Recent percentage increases compared with corresponding quarters a year earlier (at current prices but *not* seasonally adjusted) for the main kinds of business are:

	All caterers	Licensed hotels and holiday camps	Restaurants, cafes and fish and chip shops	Public houses	Canteens
1977					
1st qtr	14	21	14	12	18
2nd	10	22	10	7	13
3rd	11	19	9	8	12
4th	12 r	20 r	10 r	11 r	10 r
1978					
1st qtr	12	17	9	12	7

The Easter bank holiday fell entirely in the second quarter in 1977 and entirely in the first quarter in 1978.
r Revised figure.

Compared with the first quarter of 1977, catering turnover in the first quarter of 1978 increased by 12 per cent overall; the increases recorded for each kind of business were licensed hotels and holiday camps 17 per cent, restaurants, cafes and fish and chip shops 9 per cent, public houses 12 per cent and canteens 7 per cent.

The seasonal adjustment factors for the all caterers index have been recalculated using data up to the end of 1977.

Turnover of all caterers, seasonally adjusted

Index numbers of turnover per week [1] — Great Britain
Value at current prices (turnover in 1969 = £2,533 million)
1969 = 100

	Year	1st qtr	2nd qtr	3rd qtr	4th qtr
1969	100	97	100	102*	103
1970	108	105	108	109	112
1971	118	115	117	119	122
1972	131	125	128	133	138
1973	148	142	146	150	153
1974	170	159	166	173	180
1975	201	187*	198	208	210
1976	230	215	229	237	237
1977	256 r	245 r	253	263 r	265 r
1978		274			

[1] Turnover includes VAT, the quarterly periods consist of 13 weeks except * which are of 14 weeks. The first quarter 1978 period was the 13 weeks from 1 January 1978 to 1 April 1978; the first quarter 1977 period was the 13 weeks from 2 January 1977 to 2 April 1977.
r Revised figure.

Inquiries: 01-215 3177.

Selective financial assistance under the Industry Act 1972

Regional selective assistance: offers of £10,000 or more

The table shows offers of £10,000 or more made since 31 July 1974 under section 7 of the Industry Act 1972 against which a first payment to the company concerned was made in the period 1 January to 31 March 1978. Offers of interest relief grant with a loan equivalent of £10,000 or more are also shown. **Inquiries: 01-211 4216.**

Area and company	Type of assistance committed (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
Scotland				
Alexander Findlay Ltd	IRG	122 500	Industrial plant and steelwork	B
Ayrshire Labels Ltd	IRG	3 740	Manufacture of paper and board	A
Bison-Werke	LN	1 140 000	Miscellaneous wood and cork manufacture	B
Buccleuch Printers Ltd	IRG	2 800	Printing and publishing	A
Clipper Seafoods Ltd	IRG	165 000	Fish products	A
Crompton Parkinson Ltd	IRG	280 000	Electrical goods	A
C and T Metals Ltd	IRG	8 750	Aluminium and aluminium alloys	A
Culter Guard Bridge Holdings Ltd	IRG	184 000	Paper and board	B
Cumbernauld Wool and Worsted Ltd	IRG	15 400	Woollen and worsted	A
Douglas of Scotland Ltd	IRG	5 625	Hosiery and other knitted goods	A
Ethicon Ltd	IRG	243 000	Chemical industries	A
Farmers' Supply Association	IRG	13 597	Fertilisers	A
Francis Stevenson Ltd	IRG	16 215	Textile finishing	B
Highland Metals Ltd	LN	70 000	Metal industries	A
James Mills Ltd	IRG	24 300	Iron and steel	A
Nasbrit Ltd	IRG	20 900	Radio and electronic components	A
Richard I. Racke Ltd	IRG	27 000	Dresses, lingerie, etc	A
Roxburgh Tiecraft Ltd	IRG	17 550	Hosiery and other knitted goods	A
Stewart Milne Ltd	IRG	27 000	Timber	A
Swift and Co Ltd	IRG	38 850	Chemical industries	A
Tannoy Products Ltd	IRG + RG	728 000	Sound reproducing equipment	A
Tay Valley Patisserie	IRG	5 750	Bread and flour confectionery	A
Tweed Valley Foods Ltd	IRG	58 500	Bacon curing, meat and fish	A
Youngs Seafoods Ltd	IRG	70 200	Fish products	A
Total		3 288 677		
Wales				
Aeroquip (UK) Ltd	IRG	54 400	Pumps, valves and compressors	A
Anglesey Pig Co Ltd	IRG	16 900	Bacon curing	A
Cambrian Cap Co Ltd	IRG	6 650	Metal industries	A
Carpaninis Ice Cream Ltd	IRG	3 000	Milk and milk products	A
Denis Ferranti Meters Ltd	IRG	37 000	Radio, radar and electronic goods	A
EMI Tape Ltd	IRG	51 000	Plastics products	A
Hypozone Ltd	IRG	3 900	General chemicals	A
LRE Mechfab Ltd	IRG	17 000	Industrial plant and steelwork	A
Myson Group Ltd	IRG	190 000	Metal industries	A
Norgine Ltd	IRG	26 000	Pharmaceutical chemicals	A
Printall Co Ltd	IRG	1 300	Printing and publishing	A
Sutures Ltd	IRG	3 700	Chemical industries	A
Total		410 850		
Yorkshire and Humberside				
Aven Tools Ltd	IRG	12 600	Hand tools	A
Brandesburton Engineering Ltd	IRG	5 296	Metal industries	A
W. Button and Co Ltd	IRG	7 318	Other machinery	A
D. Byford and Co Ltd	IRG	43 447	Hosiery and other knitted goods	A
Clarke Chapman Ltd	IRG	440 510	Mechanical handling equipment	A
Doncaster Packaging Ltd	IRG	8 382	Packaging products of paper	A
Downs Surgical Ltd	IRG	4 172	Surgical instruments	A
Empire Stores Ltd	IRG	9 540	Other services	A
Eurotec Optical Fibres Ltd	IRG	2 772	Glass	A
Eversure Textiles Ltd	IRG	17 072	Hosiery and other knitted goods	A
Greens The Signmakers Ltd	IRG	3 632	Shop and office fitting	A
Humber Fabrics Ltd	IRG	4 811	Woollen and worsted	A
Malcolm Taylor Engineering Ltd	IRG	5 802	Metal-working machine tools	A
Pickering Sawmills Co Ltd	IRG	7 504	Timber	A
Regina – Fibreglass Ltd	IRG	251 125	Textile industries	B
F. Smales and Son Ltd	IRG	9 201	Bacon curing, meat and fish	A
L. Sorby and Sons Ltd	IRG	6 604	Engineers (small tools)	A
Sunstan Plastics Ltd	IRG	1 820	Synthetic resins and plastics	A
UA Engineering Ltd	IRG	2 312	Shipbuilding and marine engineering	A
Westlers Ltd	IRG	23 152	Bacon curing, meat and fish	A
Total		867 072		
North West				
Accrington Brush Co Ltd	IRG	4 025	Brushes and brooms	A
Ames Crosta Babcock Ltd	IRG	214 500	Mechanical engineers	A
Bentley and Whitehead Ltd	IRG	3 835	Spinning and doubling on cotton	A
Berisfords Ltd	IRG	110 450	Narrow fabrics	A
BICC General Cables Ltd	IRG	287 000	Insulated wires and cables	B
British Vita Co Ltd	IRG	36 000	Rubber	A
Campbell-Gray Ltd	IRG	3 055	Construction	A
CHK Engineering Ltd	IRG	4 080	Metal industries	A
Consultant Gas Engineers Ltd	IRG	17 280	Metal industries	A
Davies, Pritchard and Richmond Ltd	IRG	57 800	Mechanical handling equipment	A
Donald Kendall and Sons Ltd	IRG	8 000	Printing and publishing	A
DRG (UK) Ltd	IRG	370 000	Plastics products	B
Earby Light Engineers Ltd	IRG	2 820	Aerospace equipment	A
Eric Britton and Co Ltd	IRG	10 969	Narrow fabrics	A
Fisons Ltd	IRG	45 825	Chemical industries	A
Fylde Optical Ltd	IRG	2 890	Surgical instruments	A
Grasmere Press Ltd	IRG	19 320	Printing and publishing	A
Harvest Printers Ltd	IRG	2 048	Printing and publishing of periodicals	A
Herbert and Hughes Ltd	IRG	3 450	Engineers	A
Hyde Industrial Holdings Ltd	IRG	7 700	Metal-working machine tools	A
Janstorp International Ltd	IRG	73 800	Dress industries	A
Kamran Knitwear Ltd	IRG	11 375	Hosiery and other knitted goods	A
Kenneth Lowe Ltd	IRG	9 938	Dresses, lingerie etc	A
Lancashire Dairies Ltd	IRG	23 000	Milk and milk products	A
Nelson Metalcraft Ltd	IRG	4 985	Mechanical engineering	A
New Manchester Review Ltd	IRG	24 750	Plastics products	A
Oldham and Son Ltd	IRG	440 000	Other electrical goods	A
Onshore Industrials Ltd	IRG	20 800	Carpets	A
Panda Plastics Ltd	IRG	7 200	Plastics products	A
Plasweld Ltd	IRG	2 070	Plastics products	A
Presspart Manufacturing Ltd	IRG	18 170	Metal industries	A
Sensing Devices Ltd	IRG	9 878	Scientific instruments	A
Shawcross and Dickinson Ltd	IRG	3 128	Manufactured stationery	A
Stress Free Plastics Ltd	IRG	7 634	Plastics products	A
R. Taylor Engineering Ltd	IRG	33 750	Other machinery	A
VG-Micromass Ltd	IRG	38 163	Scientific instruments	A
W and E Products Ltd	IRG	18 975	Soap and detergents	A
Weir and Carmichael Ltd	IRG	1 873	Made-up textiles	A
Willie Glassberg and Sons Ltd	LN	29 000	Men's clothing	B
Total		1 989 536		
Northern				
Abrahams and Co Ltd	IRG	29 640	Glass	A
Alan Hall Ltd	IRG	5 520	Packaging products of paper	A
Andaray Ltd	IRG	43 425	Bolts, nuts, screws and rivets	A
A. P. V. Mitchell Ltd	IRG	10 220	Miscellaneous manufacturing	A

Area and company	Type of assistance committed (see notes at foot of table)	Amount of assistance committed (£)	Standard industrial classification (minimum list heading): the activity involved is production unless otherwise stated	Reason (see notes at foot of table)
R. B. Bolton Ltd	IRG	147 000	Other machinery	A
Cleveland Fabricators Ltd	IRG	12 425	Steel tubes	A
Dunlop Ltd	IRG	16 800	Rubber	A
Dunlop Ltd	IRG	110 080	Rubber	A
Eden Engineering Ltd	IRG	15 246	Pumps, valves and compressors	A
Edenhall Concrete Ltd	IRG	16 170	Abrasives and building materials	A
Egremont Tubes Ltd	IRG	11 270	Packaging products of paper	A
Electrolux Ltd	RG	53 316	Electric appliances	A
Elstone Engineering Ltd	IRG	6 525	Metal industries	A
W. A. Fell Ltd	IRG	12 300	Other machinery	A
Graphex Industrial Art Ltd	IRG	17 550	Shop and office fitting	A
ICI Ltd	IRG	231 000	General chemicals	A
Printers (Coast) Ltd	IRG	9 765	Printing and publishing	A
Richard Klinger Ltd	IRG + RG	146 899	Mechanical engineering	A
A. and J. Scott Ltd	IRG	4 932	Timber	A
Smith and Son Ltd	IRG	7 875	Printing and publishing	A
Symtol Engineering Ltd	IRG	12 200	Metal industries	A
Total		920 158		
South West				
Cromartie Kilns Ltd	IRG	3 370	Bricks, fireclay and refractory goods	A
Foods (Cornwall) Ltd	IRG	7 104	Bacon curing, meat and fish	A
Hellermann Electric Ltd	IRG	174 600	Radio and electronic components	A
Pearces Portable Buildings Ltd	IRG	1 320	Timber	A
J. and F. Pool Ltd	IRG	29 400	Metal industries	A
Tuflin Ltd	IRG + RG	215 280	Pumps, valves and compressors	A
Total		431 074		
East Midlands				
Albert Martin Knitwear	IRG	11 200	Hosiery	A
Armeg Ltd	IRG	8 800	Hand tools	A
Consine Dynamics Ltd	IRG	4 410	Scientific instruments	A
Drayloy Ltd	IRG	44 100	Metal industries	A
Investment Engineering Ltd	IRG	2 900	Mechanical engineering	A
Total		71 140		
Total amount of assistance committed		7 978 507		
Total amount paid in regional selective assistance during period		13 324 000		

In addition an offer of £75,000,000 has been made to the Ford Motor Company to assist job creation and job preservation in the motor vehicle industry mainly in Wales and the North West Region.

Notes

IRG Interest relief grant
LN Loan
RG Removal grant
A New jobs being created
B Preservation of employment

Sectoral assistance under section 8 of the Industry Act 1972

Offers of sectoral assistance amounting to £5,000 or more against which first payments were made to the companies concerned in the period 1 January to 31 March 1978. **Inquiries: 01-711 3931**

Clothing industry scheme

Area and company	Amount of assistance committed (£)
North West	
Maydella Manufacturing Co Ltd	8 185
Wetherall (Bond Street) Ltd	7 111
F. Ellis and Co Ltd	6 162
F. Ellis and Co Ltd	334 620
D. H. Leonard Ltd	6 250
RL Manufacturing Ltd	33 695
John Harding (Baronia) Ltd	16 557
Wetherall (Bond Street) Ltd	6 225
Max Bernstein Ltd	26 050
Kattenburgs Ltd	5 000
I. and M. Kindler Ltd	14 346
Courtaulds Knitwear Ltd	12 941
Yorkshire and Humberside	
Hepton Group of Companies	11 070
Benjamin Simon Ltd	23 042
Buttoo and Sons Ltd	6 612
Executex Clothes Ltd	11 734
Castletex Clothes Ltd	22 065
S. R. Gent and Co Ltd	10 050
South West	
F. Fryer Ltd	5 750
British Van Heusen Ltd	13 089
Catherall Foster Ltd	10 928
Southcombe Bros. Ltd	13 263
Scotland	
Longpark Hosiery Ltd	9 939
Executex Clothes Ltd	39 820
Hamilton Carhartt Ltd	87 012
Daks Simpson Ltd	22 235
West Midlands	
Functional Clothing Ltd	9 841
Faithfull Overalls Ltd	35 217
Wm Stannard and Co Ltd	5 024
W. H. White and Son Ltd	6 563
North	
R. and J. Pullman Ltd	62 500
Angus Jowett Ltd	10 290
South East	
LC Clothes Ltd	10 022
Ariella Fashions Ltd	16 562
Deyong Golding	45 200
East Midlands	
Eaton Mansfield	33 273
Ian M. Roberts (Raunds) Ltd	5 364
Covering more than one area	
Gaunson Ltd	245 000
E. R. Hammersley Ltd	55 750
James Seddon Ltd	52 552
Wales	
Wakefield Shirt Co Ltd	23 488
East	
Arthur Miller Ltd	13 000
Northern Ireland	
Huntwright Shirt and Collar Co Ltd	20 625

Electronic components industry scheme

Area and company	Amount of assistance committed (£)
East Midlands	
Plessy Microsystems Ltd	210 000

Ferrous foundry industry scheme

Area and company	Amount of assistance committed (£)
East and West Midlands	
Clarke Chapman Ltd	179 250
Sheepbridge Alloy Castings Ltd	34 000
Harold Andrews Sheepbridge Ltd	83 100
Clay Cross (Iron Foundries) Ltd	661 950
Rudge Littley Ltd	64 500
Newby and Son (Ironfounders) Ltd	85 350
Canlin Castings Ltd	42 075
Taylor Brothers (Sandiacre) Ltd	376 900
Baker Perkins Ltd	82 895
Bevan Simpson Foundry Ltd	174 500
Mason and Burns Ltd	59 000
Hopyard Foundries Ltd	131 500
South West	
English Clays Lovering Pochin and Co Ltd	45 750
The Gloucester Foundry Ltd	334 650
North West	
Ryder Brothers Ltd	95 800
Henry Wallwork and Co Ltd	18 500
Yorkshire and Humberside	
Hattersley Brothers Ltd	217 000
The Stelrad Group Ltd	1 081 500
London and South East	
The Dover Engineering Works Ltd	56 250
Scotland	
Cruikshank and Co Ltd	32 500
Miller and Co Ltd	44 565
David Auld Valves Ltd	18 590
British Steel Corporation – Fullwood	963 400
North	
British Steel Corporation – Distington	1 875 800
R. W. Collin Ltd	42 250
Parkfield Foundries Ltd	87 395
Corning Ltd	6 950
Wales	
Black-Clawson International	30 050
F. H. Lloyd and Co Ltd	193 725

Machine tool industry scheme

Area and company	Amount of assistance committed (£)
Scotland	
HOB Tool and Gauge Co	32 816
Engineering Services (Falkirk) Ltd	6 640
Jig Borers (Scotland) Ltd	12 239
Yorkshire and Humberside	
Keighley Grinders (Machine Tools) Ltd	47 000
North West	
Dronsfield Brothers Ltd	152 880
Taylor Engineering and Plastics Ltd	10 939
Joshua Heaps and Co Ltd	13 213
Hargreaves and Gott Ltd	8 011
West Midlands	
Eaves and Washbourne Ltd	56 650
East Midlands	
Wadkin Ltd	219 825
The Trent Engineering Co Ltd	14 134
South West	
Frome Tool and Gauge Ltd	11 000
London and South East	
Mould Tools (Fareham) Ltd	7 847

Non-ferrous foundry industry scheme

Area and company	Amount of assistance committed (£)
London and South East	
Alpax Ltd	49 852
East Midlands	
Autocast (Bourne) Ltd	73 220
Nottingham Aluminium Co Ltd	18 223
Ross and Catherall Ltd	9 700

Area and company	Amount of assistance committed (£)
West Midlands	
Peerage Castings Ltd	84 500
Sage Aluminium Products Ltd	135 184
North West	
Presbar Diecastings Ltd	172 750
Wales	
Cambrian Castings Ltd	102 987
Scotland	
Delta Capillary Products Ltd	99 122

Paper and board industry scheme

Wales	
Ashton Paper Mill Ltd	93 678
South West	
St Anne's Board Mill Co Ltd	680 000
Yorkshire and Humberside	
John Roberts and Sons (Langcliffe) Ltd	13 545
West Midlands	
Alders (Tamworth) Ltd	71 880

Printing machinery scheme

Yorkshire and Humberside	
Frank Horsell and Co Ltd	34 938
North West	
Cobden Chedwick Ltd	84 000
Linotype and Machinery Ltd	77 498
East	
Baker Perkins Ltd	490 770
London and South East	
Crosfield Electronics Ltd	798 495
Lethoby and Co Ltd	124 806

Poultrymeat processing industry scheme

East Midlands	
Thornhill (Packers) Ltd	111 923
South West	
Hinton Packed Products Ltd	209 397
South East and East	
Golden Produce Ltd	714 379
East	
Welford Hatcheries Ltd	19 617

Redmeat slaughterhouse industry scheme

East	
Associated Meat Companies Ltd	68 850
R. A. Rixon Ltd	50 888
North West	
F. and N. Beeson (Bradeley Abattoir)	18 495
East Midlands	
Lea and Baxter Ltd	37 500
Scotland	
J. Kelly and Sons Ltd	7 250
DS (Slaughterhouse) Ltd	16 063
South West	
C. and T. Harris (Calne) Ltd	40 050

Textile machinery scheme

North West	
Smith Holdings Ltd	104 082
East Midlands	
Stibbe (Burtotex) Ltd	70 339

Accelerated projects scheme

Announced in the chancellor's budget speech in April 1975, the accelerated projects scheme was a selective scheme to promote counter-cyclical investment and modernisation which would not otherwise have taken place due to the adverse economic climate. The main criteria were that projects should be a net addition to the firm's capital investment programme; that they would be deferred but for government assistance; that they should be commercially sound; and that they should lead to an improvement in the balance of payments.

The table shows offers made since 1 September 1975 against which a first payment was made to the company concerned in the period 1 January to 31 March 1978.

Inquiries: 01-211 7339

Area and company	Product/ activity	Type of assistance [1]	Amount of assistance committed (£)
Scotland			
British Aluminium Co Ltd	Aluminium semi-manufactures	IRG	253 000
Scottish Malt Distillers Ltd	Food and drink	IRG	90 000
North			
Tioxide Group Ltd	Chemicals	IRG	2 250 000
Yorkshire and Humberside			
The Sheffield Smelting Co Ltd	Precious metal smelting and refining	IRG	80 000
East Midlands			
Bell Fruit Manufacturing Co Ltd	Coin operated gaming machines	IRG	100 000
British Celanese Ltd	Chemicals	IRG	150 000
Coles Cranes Ltd	Mobile cranes	IRG	100 000
East			
Canvin International Ltd	Packing and processing plant	IRG	108 000
Mobil Oil Co Ltd	Petroleum	IRG	10 300 000
Laurence Scott and Electromotors Ltd	Electric motors and generators	IRG	283 000
Laurence Scott and Electromotors Ltd	Metal housing for electronic control equipment	IRG	90 000
Woods of Colchester Ltd	Industrial fans	IRG	692 000
London and South East			
Hall-Thermotank Products Ltd	Refrigeration and air-conditioning equipment	IRG	342 000
West Midlands			
Brico Engineering Ltd	Vehicle engine components	IRG	174 000
Brockhouse Transmissions Ltd	Vehicle transmissions	IRG	77 000
English Rose Kitchens Ltd	Kitchen furniture	IRG	300 000
Rolls-Royce Motors Ltd	Vehicle diesel engines	IRG	1 250 000
North West			
Adamson Containers Ltd	Freight containers	IRG	597 000
Carrington Viyella Ltd	Textiles	IRG	733 000
Edgar Allen Steels Ltd	Drop forgings	IRG	250 000
Pakcel Convertors Ltd	Flexible packaging materials	IRG	81 000
E. R. Squibb and Sons Ltd	Pharmaceuticals	IRG	112 500
Thomas Storey (Engineers) Ltd	Construction	IRG	65 000
Covering more than one area			
GEC Switchgear Co Ltd	Switchgear	IRG	275 000
Glacier Metal Co Ltd	Mechanical engineering	IRG	519 000

[1] IRG Interest relief grant.

Selective investment scheme

The selective investment scheme was announced by the Chancellor of the Exchequer in December 1976. The scheme is designed to promote investment projects of £500,000 or more which will, through improved performance, yield significant benefits to the UK economy but which will not proceed on the basis proposed in the absence of assistance. The scheme operates on a selective basis and is directed towards manufacturing industry. Assistance is negotiated individually as the minimum necessary to bring about the additional benefits associated with the project.

The table shows offers made since the announcement of the scheme against which a first payment was made to the company concerned in the period 1 January to 31 March 1978.

Inquiries: 01-211 7339

Area and company	Product/ activity	Type of assistance [1]	Amount of assistance committed (£)
North			
Albright and Wilson Ltd	Chemicals	IRG	1 375 000

[1] IRG Interest relief grant.

More about selective Financial assistance

Regional Industrial Finance
Department of Industry
Millbank Tower
London SW1P 4QU

☐ Regional selective assistance
01-211 4216

Industrial Development Unit,
Department of Industry,
Millbank Tower, London SW1P 4QU

☐ Sectoral assistance under section 8 of the Industry Act 1972
01-211 3931

☐ Accelerated projects scheme
☐ Selective investment scheme
01-211 7339

Regional development grants: £176.8 m in first quarter

Regional development grants paid out in the quarter ended 31 March 1978 came to £176.8 million.

The following list shows companies which have received one or more payments of regional development grant of over £25,000 in the quarter. The payments listed amount to £115.8 million. The table is drawn up on a regional basis according to the location of the premises in question and does not take account of any repayments of grant by deduction or otherwise.

Inquiries: 01-211 4756

Applicant	Location of premises	Grant (£'000)
Scotland		
A. and W. Smith and Co Ltd	Glasgow	40
Abbey Chemicals Ltd	Livingston	227
Aberdeen Cold Storage Co Ltd	West Tullos	53
Aberdeen Meat Market Ltd	Banchory	32
Air Products Ltd	Cumbernauld	77
A. Johnson Construction Co Ltd	'S'	64
Anca (UK) Ltd	Stevenston	117
Arthur Bell and Sons Ltd	Broxburn	30
Associated Portland Cement Manufacturers Ltd	Dunbar	181
Baker Oil Tools (UK) Ltd	Bridge of Don	79
Bank of America	Bainsford	170
Bank of America	Falkirk	51
Beechams Ltd (Pharmaceutical Division)	Irvine	37
BOC Ltd	Motherwell	112
Borg Warner Chemical Division of Borg Warner Ltd	Grangemouth	154
BP Oil Development Ltd	Grangemouth	525
BP Oil Grangemouth Refinery Ltd	Grangemouth	381
BP Trading Ltd	Grangemouth	2 729
British Leyland UK Ltd	Bathgate	610
British Leyland UK Ltd	Glasgow	94
British Railways Board	Motherwell	32
British Steel Corporation	Airdrie	873
British Steel Corporation	Bellshill	115
British Steel Corporation	Gartcosh	61
British Steel Corporation	Cambuslang	25
British Steel Corporation	Motherwell	5 482
British Steel Corporation	'S'	29
BSR Ltd	East Kilbride	78
Brown and Root Wimpey Highlands Fabricators Ltd	Tain	93
Bruntons (Musselburgh) Ltd	Musselburgh	40
Caledonia Crane and Plant Hire Ltd	'S'	31
Caledonian Fish Meal Co (Aberdeen) Ltd	East Tullos	38
Caterpillar Tractor Co Ltd	Uddingston	103
Chemetron Ltd	Glasgow	46
Chivas Bros Ltd	Paisley	135
Chrysler Scotland Ltd	Paisley	659
Ciba-Geigy (UK) Ltd	Paisley	50
Clarke Chapman Ltd	Annan	224
Clydesdale Excavating and Construction Co Ltd	Motherwell	80
CPC (United Kingdom) Ltd	Paisley	38
Crown Cork Co Ltd	Livingston	49
Cruikshank and Co Ltd	Denny	35
Cummins Engine Co Ltd	Shotts	152
Daniel Montgomery and Son Ltd	Kirkintilloch	30
Davidson and Radcliffe Ltd	Bucksburn	89
Dayco Rubber (UK) Ltd	Dundee	26
D. C. Thomson and Co Ltd	Dundee	41
Devro Ltd	Bellshill	109
Devro Ltd	Glasgow	36
Don Brothers Buist and Co Ltd	Angus	93
Dundee Fabrics Ltd	Dundee	25
E. Nicholson and Sons (Metals) Ltd	Glasgow	46
Filtrona Textile Products Ltd	Dundee	29
Geo. Bassett and Co Ltd	Uddingston	25
George Wimpey and Co Ltd	Harthill	544
George Wimpey and Co Ltd	'S'	167
Glaxo Properties Ltd	Annan	193
Govan Shipbuilders Ltd	Glasgow	209
Guard Bridge Paper Co Ltd	Guardbridge	29
G. W. Sparrow and Sons Ltd	'S'	79
H. and A. Scott Ltd	Dundee	26
Henderson Kerr Ltd	Coatbridge	59
Hewden (Plant Hire) Ltd	'S'	34
Hill Samuel Leasing Co Ltd	East Kilbride	40
Hiram Walker and Sons (Scotland) Ltd	Beith	48
Hiram Walker and Sons (Scotland) Ltd	Dumbarton	142
Hiram Walker and Sons (Scotland) Ltd	Kilmalid	98
Honeywell Ltd	Motherwell	30
Hoover Ltd	Cambuslang	213
Howlett Packard Ltd	South Queensferry	40
Hugh Baird and Sons Ltd	Pencaitland	96
IBM United Kingdom Ltd	Greenock	90
IBM United Kingdom Rentals Ltd	Greenock	34
ICFC Leasing Ltd	Glasgow	255
Imperial Chemical Industries Ltd	Dumfries	109
Imperial Chemical Industries Ltd	Grangemouth	1 116
Imperial Chemical Industries Ltd	Stevenston	423
Imperial Group Ltd	Glasgow	121
Inveresk Research International	Musselburgh	44
Invergordon Distillers Ltd	Ross-shire	75
Isle of Jura Distillery Co Ltd	Craighouse	26
James Dickie and Co (Drop Forgings) Ltd	Ayr	32
James Garvie and Sons Ltd	Glasgow	33
James Marshall (Glasgow) Ltd	Cumbernauld	41
J. and D. Wilkie Ltd	Kirriemuir	45
J. and G. Coughtrie Ltd	Hillington	32
JBE Offshore Ltd	Clydebank	27
J. Martin Engineers (Wishaw) Ltd	Wishaw	26
JMJ Contractors Ltd	'S'	464
John Brown Engineering (Clydebank) Ltd	Clydebank	71
John G. Kincaid and Co Ltd	Greenock	31
John Walker and Sons Ltd	Glasgow	651
John Walker and Sons Ltd	Shieldhall	226
John Wood Group Engineering Ltd	Aberdeen	38
Jones and Campbell	Larbert	37
Joy Manufacturing Co (UK) Ltd	East Kilbride	61
Knockbreda Builders Ltd	'S'	45
Lawson of Dyce Ltd	Aberdeen	60
Leonard Fairclough Ltd	'S'	59
Lilly Plant Ltd	'S'	63
Lion Foundry Co Ltd	Kirkintilloch	27
Lloyds and Scottish Leasing Ltd	'S'	29
Lombard North Central Leasing Ltd	Cathcart	29
Lombard North Central Leasing Ltd	Montrose	44
Long John International Ltd	Glasgow	43
Lorimers Breweries Ltd	Edinburgh	42
McDermott Scotland	Ardersier	218
McDonald and Muir Ltd	Tain	80
McFarlane Smith Ltd	Edinburgh	28
Malcolm Plant Ltd	'S'	60
Metal Box Ltd	Glasgow	62
Michelin Tyre Co Ltd	Dundee	31
Midland Montagu Leasing Ltd	Alloa	76
Midland Montagu Leasing Ltd	Bathgate	295
Midland Montagu Leasing Ltd	Grangemouth	831
Model Toys Ltd	Shotts	47
Motherwell Bridge Offshore Ltd	Leith	31
Motherwell Bridge Pipe Ltd	Motherwell	57
Motorola Ltd	East Kilbride	154
Murphy Bros Ltd	Fife	34
Nairn Floors Ltd	Kirkcaldy	206
National Coal Board	Coatbridge	40
National Coal Board	Dunfermline	48
National Coal Board	Kirkcaldy	162
National Coal Board	Loanhead	104
National Coal Board	Whitburn	40
NCR Ltd	Dundee	59
Nobels Explosives Co Ltd	Stevenston	95
Norit Clydesdale Co Ltd	Glasgow	28
North British Distillers Co Ltd	Edinburgh	144
North Eastern Farmers Ltd	Aberdeen	129
Oxley Printing Group Ltd	Edinburgh	56
Parsons Peebles Ltd	Edinburgh	34
Rhodes and Plant Ltd	'S'	26
Robert Paterson (Construction) Ltd	Airdrie	33
Scandinavian Leasing Ltd	Irvine	56
Schroder Leasing Ltd	Glasgow	36
Scotboard Ltd	Irvine	38
Scotcem (CRT) Ltd	Newbridge	27
Scott and Fyfe Ltd	Tayport	84
Scottish Agricultural Ind. Ltd	Edinburgh	35
Scottish and Newcastle Breweries Ltd	Fountain Bridge	144
Scottish and Newcastle Breweries Ltd	Leith	36
Scottish Malt Distillers Ltd	Cromdale	42
Scottish Milk Marketing Board	Stranraer	37
Scottish Stamping and Engineering Co Ltd	Ayr	35
Sidlaw Industries Ltd	Dundee	26
Sir Robert McAlpine & Sons Ltd	Dunoon	123
Starwood Fisheries (Scotland) Ltd	Aberdeen	78
Straw Feeds (Scotland) Ltd	New Winton	30
Synthetic Fabrics Scotland Ltd	Forfar	26
Tandberg (Electronics) Ltd	Haddington	93
Thos. Tait and Sons Ltd	Inverurie	70
T K Valve Ltd	Dunfermline	30
Tullis Russell and Co Ltd	Fife	120
Tullis Russell and Co Ltd	Glenrothes	99
United Biscuit Ltd	Glasgow	39
Vale Board Mills Ltd	Denny	37
Weir Pumps Ltd	Glasgow	79
Wiggins Teape Ltd	Bucksburn	27
Wiggins Teape Ltd	Aberdeen	30
William Donald and Son (Wholesale Meat Contractors Ltd)	Portlethen	34
Yarrow (Shipbuilders) Ltd	Scotstoun	150
Total		26 245
Wales		
Alcoa Manufacturing (GB) Ltd	Swansea	346
Allied Breweries (UK) Ltd	Wrexham	48
Anglesey Aluminium Metal Ltd	Holyhead	122
Associated Octel Co (Plant) Ltd	Amlwch	53
BP Trading Ltd	Port Talbot	26
BP Trading Ltd	Sully	260
British Airways Engine Overhaul Ltd	Nantgarw	52
British Leyland UK Ltd	Cardiff	505
British Leyland UK Ltd	Llanelli	78
British Steel Corporation	Deeside	2 534
British Steel Corporation	Dowlais	31
British Steel Corporation	Ebbw Vale	1 195
British Steel Corporation	Newport	26
British Steel Corporation	Port Talbot	6 367
Brymbo Steel Works Ltd	Brymbo	578
Brymbo Steel Works Ltd	Wrexham	862
CBS (UK) Ltd	Bridgend	50
Computer Leasings Ltd	Port Talbot	79
Country Produce Ltd	Deeside	154
Derek Crouch (Contractors) Ltd	Llanharan	39
Dobson and Crowther Ltd	Llangollen	52
Dow Chemical Co Ltd	Sully	26
Duport Steels Ltd	Llanelli	1 088
Fibreglass Ltd	Cwmbran	578
Ford Motor Co Ltd	Bridgend	45
Forward Leasing (UK) Ltd	Lampeter	42
Forward Leasing (UK) Ltd	Pontyclun	26
Galebourne Ltd	Cwmgors	92
Gardner Steel Ltd	Cross Keys	35
George Wimpey Co Ltd	Cardiff	30
George Wimpey Co Ltd	Glynneath	60
GKN Bolts and Nuts Ltd	Pembroke	33
GKN (South Wales) Ltd	Cardiff	126
Golden Ltd	Pontyclun	61
Gulf Oil Refining Ltd	Milford Haven	96
Hoover Ltd	Merthyr Tydfil	133
Hymac Ltd	Rhymney Gwent	31
IBOS Securities	Ammanford	103
ICI Ltd	Pontypool	62
Imperial Metal Industries (Kynoch) Ltd	Swansea	35
Inco Europe Ltd	Swansea	270
Kellogg Co of Great Britain Ltd	Wrexham	988
Kronospan Ltd	Wrexham	65
Lloyds Leasing Ltd	Deeside	26
Louis Marx Co Ltd	Swansea	38
May and Hassell Ltd	Cardiff	28
MBZ Joint Venture	'S'	115
MBZ Joint Venture	Llanberis	440
Mettoy Co Ltd	Swansea	254
Milk Marketing Board	Wrexham	58
Monsanto Ltd	Ruabon	45
Morganite Electrical Carbon Ltd	Swansea	27
National Coal Board	Ammanford	265
National Coal Board	Glynneath	108
National Coal Board	Glyntillery	58
National Coal Board	Neath	76
National Coal Board	Pontardawe	118
National Coal Board	Pontyates	282
National Coal Board	'S'	133
National Smokeless Fuels Ltd	Aberdare	30

Applicant	Location of premises	Grant (£'000)
NIPA Laboratories Ltd	Pontypridd	40
P. Leiner and Sons (Wales) Ltd	Pontypridd	173
Powell Duffryn Quarries Ltd	Merthyr Tydfil	28
Radiochemical Centre Ltd	Cardiff	205
R. M. Douglas Construction Ltd	'S'	35
Royal Bank Leasing Ltd	Ebbw Vale	49
Royal Bank Leasing Ltd	Velindre	30
Royal Mint	Pontyclun	48
S. A. Brain and Co Ltd	Cardiff	51
Saunders Valve Co Ltd	Cwmbran	40
Sekisui (UK) Ltd	Merthyr Tydfil	34
Shell UK Ltd	Amlwch	156
Signode Ltd	Swansea	28
Slag Reduction Co Ltd	Wrexham	34
Smith's Enterprises (Glamorgan) Ltd	Port Talbot	27
Smith Kendon Ltd	Bridgend	25
Taylor Woodrow Plant Co Ltd	Dowlais	28
Wiggins Teape Ltd	Treforest	28
Total		20 642

Northern

Applicant	Location of premises	Grant (£'000)
AAF Ltd	Cramlington	40
Abrahams and Co (Birmingham) Ltd	Gateshead	31
Alcan (UK) Ltd	Ashington	144
Armstrong Cork Co Ltd	Stockton	296
Associated Dairies Ltd	Newcastle	170
Associated Electrical Industries Ltd	Birtley	123
Associated Lead Manufacturers Ltd	Newcastle	58
Associated Lead Manufacturers Ltd	Wallsend	131
Associated Portland Cement Mfgs Ltd	Bishop Auckland	34
Austin and Pickersgill Ltd	Sunderland	438
Baker Perkins Ltd	Hebburn	39
Balfour Beatty Fairclough	'S'	34
BEC Plant	'S'	34
Bellway Ltd	Newcastle	46
Black and Decker Ltd	Spennymoor	37
BOC Ltd	Middlesbrough	1 145
Bonas Machine Co Ltd	Sunderland	47
Bowater Scott Corporation	Barrow-in-Furness	122
BP Trading Ltd	Middlesbrough	1 658
Brims and Co Ltd	'S'	29
British Chrome and Chemicals Ltd	Stockton	101
British Crane Hire Corpn. Ltd	'S'	71
British Gypsum Ltd	Carlisle	58
British Gypsum Ltd	Penrith	26
British Industrial Plastics Ltd	Aycliffe	233
British Industrial Plastics Ltd	Darlington	35
British Nuclear Fuels Ltd	Windscale	4 172
British Rail Engineering Ltd	Shildon	64
British Steel Corporation	Consett	377
British Steel Corporation	Jarrow	40
British Steel Corporation	Lackenby	872
British Steel Corporation	Middlesbrough	1 371
British Steel Corporation	Redcar	5 059
British Steel Corporation	Skinningrove	29
British Steel Corporation	Workington	31
BTP Tioxide Ltd	Greatham	1 020
Burroughs Machines Ltd	Cramlington	80
Carreras Rothmans Ltd	Darlington	584
Caterpillar Tractor Co Ltd	Birtley	27
Cleveland Potash Ltd	Saltburn	639
Coles Cranes Ltd	Sunderland	229
Courtaulds Ltd	Spennymoor	215
Crompton Parkinson Ltd	Redcar	25
Cumberland and Westmorland Farmers Ltd	Penrith	27
Cumberland Fibres Ltd	Consett	100
Darlington and Simpson Rolling Mills Ltd	Darlington	52
Decoflex Ltd	Hartlepool	57
Derek Crouch (Contractors) Ltd	'S'	30
Dunlop Ltd	Gateshead	41
EIMCO (Great Britain) Ltd	Gateshead	80
Electrolux Ltd	Newton Aycliffe	27
Expanded Metal Co Ltd	Hartlepool	35
F. and M. Dobson	Ponteland	31
F Hills and Sons Ltd	Stockton	86
Field Sons and Co Ltd	Newcastle	84
Filmco International Inc	Sedgefield	127
Fine Organics Ltd	Peterlee	98
Flexographic Printing Co Ltd	Houghton-le-Spring	26
George Angus and Co Ltd	Wallsend	61
Gibbons Northern Brick Ltd	Throckley	201
Glaxo Laboratories Ltd	Barnard Castle	32
Glaxo Laboratories Ltd	Ulverston	74
Glaxo Properties Ltd	Barnard Castle	150
Greenholme Construction Co Ltd	Kirkby Stephen	47
Hambros Bank Ltd	Middlesbrough	70
Harris and Sheldon Group Ltd	Alnwick	51
Head Wrightson Stampings Ltd	Hartlepool	29
Henry Cooke Ltd	Milnthorpe	49
Hill Samuel Leasing Co Ltd	Kendal	28
Hindson Print Group Ltd	Newcastle	34
Hovland (UK) Ltd	Peterlee	92
Hunter Print Group Ltd	Peterlee	26
Ibos Finance Ltd	Newcastle	30
ICI Fibres Ltd	Middlesbrough	95
Imperial Chemical Industries Ltd	Billingham	3 314
Imperial Chemical Industries Ltd	Middlesbrough	5 810
Imperial Chemical Industries Ltd (Petrochemicals)	Middlesbrough	1 307
Imperial Group Ltd	Newcastle	71
IMS Lycrete Ltd	Workington	45
Inter-Vickers Ltd	Newcastle	44
J. and G. T. Gordon Ltd	Choppington Northumberland	28
John Nixon Ltd	Newcastle	47
Kimberley Clark Ltd	Prudhoe	186
Lombard North Central Leasing Ltd	Middlesbrough	129
Lombard North Central Leasing Ltd	Workington	207
Melinate Products Ltd	Jarrow	32
Midland Montagu Leasing Ltd	Jarrow	30
Midland Montagu Leasing Ltd	Middlesbrough	51
Monsanto Ltd	Middlesbrough	6 182
Mullard Ltd	Durham	132
National Coal Board	Boldon	39
National Coal Board	Easington	292
National Coal Board	East Hetton Colliery Quarrington Hill	35
National Coal Board	Gateshead	219
National Coal Board	Nordon	139
National Coal Board	Marley Hill Newcastle	27
National Coal Board	Morpeth	290
National Coal Board	Murton	188
National Coal Board	Seaham	126
National Coal Board	South Shields	43
National Coal Board	Whitehaven	591
Newpet Ltd	North Shields	27
Northern Clubs Federation Brewery Ltd	Gateshead	313
Northern Clubs Federation Brewery Ltd	Newcastle	30
Northern Tool and Gauge (Aycliffe) Ltd	Darlington	39
North West Securities Ltd	Durham	36
Philips Electrical Co Ltd	Washington	62
Pirelli Ltd	Carlisle	44
Polyamide Intermediates Ltd	Middlesbrough	2 162
Polychrome (Berwick)	Berwick on Tweed	62
Preston Farmers Ltd	Kirkby Stephen	78
Procter and Gamble Ltd	Newcastle	36
Purchas Ltd	'S'	275
Raisby Quarries Ltd	Durham	98
Ransome Hoffman Pollard Ltd	Stanley	50
Reyrolle Parsons Ltd	Newcastle	155
Rohm and Haas (UK) Ltd	Jarrow	71
Rohm and Haas (UK) Ltd	Middlesbrough	56
Rowntree Mackintosh Ltd	Newcastle	29
Shell UK Ltd	Middlesbrough	259
Shield Packaging Ltd	Washington	29
Slag Reduction Co Ltd	Consett	27
Smart and Brown Lighting Ltd	Spennymoor	52
Smart and Brown Lighting Ltd	Stanley	35
Smith Brothers (Whitehaven) Ltd	Whitehaven	32
Smith Brothers (Whitehaven) Ltd	Workington	147
Steetley Minerals Ltd	Ferryhill	141
Steetley Refractories Ltd	Hartlepool	92
Swan Hunter Shipbuilders Ltd	Wallsend	40
Swiss Aluminium Mining (UK) Ltd	Weardale	27
Taylor Woodrow Construction Ltd	Morpeth	77
Thomas Mouget and Co Ltd	Middlesbrough	36
Torrington Co Ltd	Darlington	39
Trocoll Quarries Ltd	Alnwick	28
Tyneside Printers Ltd	Newcastle	36
United Biscuits Ltd	Billingham	33
United Biscuits (UK) Ltd	Billingham	113
Velva Liquids (North Shields) Ltd	North Shields	31
Vickers Ltd	Newcastle	195
Vickers Shipbuilding Group Ltd	Barrow-in-Furness	227
Victor Products (Wallsend) Ltd	Wallsend	38
Whessoe Heavy Engineering Ltd	Darlington	52
Williams and Glyn's Leasing Co Ltd	Lackenby	126
Total		47 123

Yorkshire and Humberside

Applicant	Location of premises	Grant (£'000)
Appleby Slag Co Ltd	Hull	30
Associated British Maltsters Ltd	Malton	87
Aveling Marshall Ltd	Gainsborough	60
Barclays Export and Finance Co Ltd	Hull	36
BOCM Silcock Ltd	Goole	45
British Steel Corporation	Rotherham	25
British Steel Corporation	Scunthorpe	914
British Steel Corporation	Sheffield	1 282
Burgess Feeds Ltd	Pickering	88
Ciba-Geigy Chemicals Ltd	Grimsby	114
Coates Brothers and Co Ltd	Stallingborough	28
Croda Chemicals Ltd	Hull	63
E. J. Arnold and Son Ltd	Leeds	68
FTL Co Ltd	Morley	54
Geo. Bassett and Co Ltd	Sheffield	34
George Armitage and Sons Ltd	Dewsbury	38
Harlands of Hull Ltd	Hull	44
Harlow Chemical Co Ltd	Grimsby	108
Hawker Siddeley Aviation Ltd	Brough	29
Hepworth and Grandage Ltd	Bradford	41
Howden Glucose Co Ltd	Goole	26
Huddersfield Fine Worsted Ltd	Huddersfield	33
John Hebb (Motor Engineers) Ltd	Wootton	26
John Waddington Ltd	Leeds	27
Laporte Industries Ltd	Grimsby	496
Marley Extrusions Ltd	Richmond	26
McGain International Ltd	Scarborough	29
Nypro (UK) Ltd	Scunthorpe	312
Priestman Bros Ltd	Hull	33
Reckitt and Sons Ltd	Hull	424
Riley's Potato Crisps Ltd	Scunthorpe	43
Rose Forgrove Ltd	Skegness	60
Ross Foods Ltd	Grimsby	28
Royal Ordnance Factory	Leeds	57
Saml Smith Old Brewery (Tadcaster)	Tadcaster	196
Samuel Webster and Sons Ltd	Halifax	45
Sanderson (Fork Lifts) Ltd	Skegness	27
Smith and Nephew Plastics Ltd	Hull	31
Thomas Bennett Ltd	Leeds	46
Thorn-Ericsson Telecommunications (Mfg) Ltd	Scunthorpe	30
TPT Ltd	Halifax	57
Unbrako Steel Co Ltd	Sheffield	36
United Biscuits (UK) Ltd	Grimsby	366
West Riding Fabrics Ltd	Guiseley	25
Total		5 667

East Midlands

Applicant	Location of premises	Grant (£'000)
Charcon Tunnels Ltd	Kirkby-in-Ashfield	30
Clay Cross (Iron and Foundries) Ltd	Clay Cross	51
Coalite Oils and Chemicals Ltd	Chesterfield	139
Derbyshire County Council	Clay Cross	29
MA Pass Property Investments Ltd	Alfreton	47
Padley and Venables Ltd	Dronfield	26
Scandinavian Aluminium Profiles AB Ltd	Tibshelf Derby	36
Total		358

South West

Applicant	Location of premises	Grant (£'000)
Bowthorpe Holdings Ltd	Plymouth	138
Compair Construction and Mining Ltd	Camborne	58
Cornwall Tin and Mining Ltd	Truro	34
English Clays Lovering Pochin and Co Ltd	St Austell	323
H. E. Warne Ltd	St Austell	32
Pall Europe Ltd	Ilfracombe	59
Plessey Components Ltd	Plymouth	26
Unigate Foods Ltd	Camelford	75
Unigate Foods Ltd	Hayle	136
Total		881

North West

Applicant	Location of premises	Grant (£'000)
Armabord Ltd	Burnley	42
Associated Biscuits Ltd	Liverpool	60
Associated Octel Co (Plant) Ltd	Ellesmere Port	494
Bell Sons and Co (Druggists) Ltd	Southport	26
BICC Ltd	Kirkby	32
BICC Ltd	Leigh	36
BICC Ltd	Prescot	62
Birds Eye Foods Ltd	Kirkby	50
Bowater Packaging Ltd	Ellesmere Port	98
Bowaters UK Paper Co Ltd	Ellesmere Port	60
British Leather Co Ltd	Birkenhead	42
British Leyland (UK) Ltd	Leyland	46
British Nuclear Fuels Ltd	Capenhurst	567

Applicant	Location of premises	Grant (£'000)
British Nuclear Fuels Ltd	Preston	117
Burmah Oil Trading Ltd	Ellesmere Port	174
Cabot Carbon Ltd	Ellesmere Port	150
Cabot Plastics Ltd	Dukinfield	37
Cadbury Schweppes Foods Ltd	Moreton	46
Cammell Laird Shipbuilders Ltd	Birkenhead	1 034
Carborundum Co Ltd	Rainford	42
Carrington Viyella Properties Ltd	Manchester	103
Central Lancashire New Town Development Corporation	Bamber Bridge	
	Preston	81
Ciba-Geigy (UK) Ltd	Trafford Park	
	Manchester	109
Clayton Aniline Co Ltd	Manchester	348
Courtaulds Ltd	Liverpool	47
Croda Bowmans Chemicals Ltd	Widnes	42
Crosby Springs Ltd	St Helens	34
Cross International AG	Prescot	35
Crown Decorative Products Ltd	Darwen	30
Cunnington and Cooper Ltd	Dobcross	
	Oldham	29
Curver PCM Ltd	Runcorn	122
Davidson Radcliffe Ltd	Bolton	48
Delta Enfields Cables Ltd	Stalybridge	26
Draka Foam Ltd	Glossop	42
Electric Power Storage Ltd	Bolton	256
E. R. Squibb and Sons Ltd	Moreton	95
Euro-Latin American Bank Ltd	Ellesmere Port	61
Evans Medical Ltd	Liverpool	127
F. Ellis and Co Ltd	Middleton	78
Ferranti Ltd	Manchester	84
Fibreglass Ltd	St Helens	92
Fisons Ltd	Holmes Chapel	30
Fisons Ltd	Widnes	118
Ford Motor Co Ltd	Liverpool	79
Geo. L. Scott and Co Ltd	Ellesmere Port	63
Girling Ltd	Bromborough	84
Greenall Whitley and Co Ltd	Warrington	139
Harp Lager Breweries (Northern) Ltd	Manchester	273
Higsons Brewery Ltd	Liverpool	42
Imperial Chemical Industries Ltd	Northwich	47
Imperial Chemical Industries Ltd	Runcorn	1 358
Imperial Chemical Industries Ltd	Thornton, Blackpool	97
Imperial Chemical Industries Ltd	Widnes	319
John Bright and Brothers Ltd	Rochdale	89
Joseph Heap and Sons Ltd	Liverpool	60
Keyes Huntsman Ltd	Skelmersdale	76
Kodak Ltd	Liverpool	27
Lancer Boss Rentals Ltd	Birkenhead	30
Lankro Chemicals Ltd	Manchester	29
Laporte Industries Ltd	Widnes	40
Lever Brothers Ltd	Port Sunlight	199
L. Greenberg and Sons Ltd	Liverpool	33
Lilly Industries Ltd	Liverpool	39
Lombard North Central Leasing Ltd	Liverpool	28
Lovell and Christmas (Northern) Ltd	Liverpool	26
Lubrizol Ltd	Bromborough	133
Manchester Ship Canal Co	Runcorn	30
Matthew Brown and Co Ltd	Blackburn	43
Merseyside Food Products Ltd	Liverpool	35
Metallic Valve Co Ltd	Birkenhead	42
Mobil Oil Co Ltd	Birkenhead	97
Morganite Ceramic Fibres Ltd	Bromborough	27
National Coal Board	Prescot	42
National Coal Board	St Helens	115
National Coal Board	Whiston	62
Netlon Ltd	Blackburn	35
New Park Publications Ltd	Runcorn	27
Oldham and Son	Denton	42
PCM Containers	Irlam	109
Pilkington Brothers Ltd	St Helens	804
Plessey Telecommunications Ltd	Liverpool	28
Polythene Drums (Lancashire) Ltd	Skelmersdale	26
Rathbone Brothers Ltd	Wigan	50
Ravenhead Co Ltd	St Helens	195
Rockware Glass Ltd	St Helens	179
Scapa Mouldings Ltd	Blackburn	50
Schweppes Ltd	Liverpool	28
Shell Chemicals UK Ltd	Ellesmere Port	839
Shell Research Ltd	Ince, Chester	520
Shell UK Ltd	Ellesmere Port	503
Skelmersdale Development Corporation	Skelmersdale	45
Sperry Rand Ltd	Kirkby	35
Synthetic Resins Ltd	Liverpool	35
Thomas Scott and Sons (Bakers) Ltd	Liverpool	27
Trinity Paper Mills Ltd	Ramsbottom, Bury	27
Turner and Newall Ltd	Widnes	44
UG Glass Containers Ltd	St Helens	40
UML Ltd	Bebington	45
United Biscuits Ltd	Manchester	40
United Leasing Ltd	Liverpool	69
Urenco (UK) Partnership (BNFL Enrichment (Operations-UK) Ltd and partners)	Capenhurst	1 071
Valor Newhome Ltd	Liverpool	27
Van Den Berghs and Jurgens Ltd	Bromborough	211
Vauxhall Motors Ltd	Ellesmere Port	144
Victoria Engineering Works (Cloughfold) Ltd	Rawtenstall	28
Victor Wolf Ltd	Manchester	29
Viota Foods Ltd	Bromborough	34
Ward Blenkinsop and Co Ltd	Widnes	25
YKK Fasteners Ltd	Runcorn	302
Yorkshire Bank Leasing Ltd	Liverpool	46
Total		14 814

Notes

1 'S' indicates use in more than one premises or sites in a development area.

2 For the quarter ended 31 December 1977, the total figure published in *Trade and Industry*, 10 March 1978, was shown as £216.5 million; this should have been £70.4 million.

3 Information about the publication of earlier lists appeared in *Trade and Industry*, 4 November 1977.

Steel consumption and stocks: provisional figures for first quarter

Consumption

Consumption of finished steel in the first quarter of 1978 on provisional estimates was 3.98 million tonnes (5.47 million tonnes ingot equivalent) seasonally adjusted.

Receipts

Deliveries from UK producers to consumers and stockholders on provisional estimates were 3.04 million tonnes and imports 0.83 million tonnes; stockholders' stocks rose slightly. Total receipts by consumers were 3.84 million tonnes.

Stocks

It is estimated that during the first quarter consumer stocks fell by 0.14 million tonnes whilst receipts were 3.84 million tonnes; estimated consumption was therefore 3.98 million tonnes. The increase of 0.03 million tonnes by stockholders brings the total decrease in the combined stocks held by consumers and stockholders to 0.11 million tonnes. The estimated number of weeks use held in stock by consumers and stockholders is 16.3 weeks.

Inquiries: 01-212 5544.

Table 1 **Consumption, deliveries and stocks of finished steel**

Seasonally adjusted. Million tonnes

Period	Consumption M Tonnes	Deliveries M Tonnes: From UK production to consumers and stockholders	Deliveries M Tonnes: Imports	Deliveries M Tonnes: Total to consumers [1]	Stocks at end of period M Tonnes: Consumers	Stocks at end of period M Tonnes: Stockholders	Stocks at end of period M Tonnes: Total	Number of weeks' use held in stock by consumers and stockholders [2]
1970	17.64	17.30	1.04	17.91	4.15	0.87	5.02	14.4
1971	16.72	14.50	1.41	16.07	3.47	0.71	4.18	13.8
1972	16.75	14.59	2.14	16.72	3.44	0.72	4.16	11.6
1973	18.45	16.80	2.51	19.45	4.44	0.58	5.02	15.0
1974	17.58	15.07	3.29	18.07	4.96	0.87	5.83	17.7
1975	15.45	12.03	3.03	15.01	4.53	0.92	5.45	17.4
1976	15.80	12.66	3.15	15.65	4.37	1.08	5.45	17.5
1977	15.30	11.95	2.97	15.01	4.15	0.96	5.11	17.4
1974								
1st qtr	4.36	3.98	0.97	4.92	5.00	0.62	5.62	16.0
2nd	4.59	3.93	0.82	4.62	5.06	0.75	5.81	17.8
3rd	4.25	3.56	0.70	4.19	5.00	0.81	5.81	17.2
4th	4.38	3.60	0.80	4.34	4.96	0.87	5.83	17.7
1975								
1st qtr	4.27	3.55	0.85	4.26	4.95	1.01	5.96	21.0
2nd	3.70	2.88	0.66	3.56	4.82	0.99	5.81	20.3
3rd	3.71	2.76	0.74	3.56	4.67	0.93	5.60	19.3
4th	3.77	2.84	0.78	3.63	4.53	0.92	5.45	17.4
1976								
1st qtr	4.07	3.05	0.84	3.91	4.37	0.90	5.27	17.6
2nd	3.89	3.18	0.72	3.86	4.35	0.94	5.29	18.1
3rd	3.78	3.24	0.70	3.83	4.39	1.05	5.44	17.4
4th	4.06	3.19	0.89	4.05	4.37	1.08	5.45	17.5
1977								
1st qtr	3.74	2.99	0.59	3.59	4.29	1.04	5.33	18.5
2nd	3.76	2.90	0.64	3.61	4.14	0.97	5.11	17.2
3rd	3.97	3.16	0.88	4.02	4.19	0.99	5.18	17.3
4th	3.83	2.90	0.86	3.79	4.15	0.96	5.11	17.4
1978								
1st qtr p	3.98	3.04	0.83	3.84	4.01	0.99	5.00	16.3

[1] Total deliveries to consumers are deliveries from UK production to consumers and stockholders plus imports minus stock build by stockholders. [2] Calculated as stocks divided by weekly consumption in the following quarter, with the exception of the latest quarter when the divisor is weekly consumption in that quarter. p Provisional.

Wholesale price indices in April

Output prices

The provisional price index for the home sales of manufactured products increased by ¾ per cent in April to 282.6 (1970 = 100).

The index for manufactured products other than food, drink and tobacco was also ¾ per cent higher as a result of increases spread across most sectors. This index increased by 2 per cent in the latest three months.

The main contributors to the 1¾ per cent increase in the index for the bricks, cement, etc, industries were pre-cast concrete products. The 1¾ per cent increase in the index for the metal goods industries was accounted for by increases spread across most sectors. Both of these indices have increased by 3¾ per cent in the latest three months.

Widespread price rises were responsible for the 1¼ per cent increases in the indices for the mechanical and electrical engineering industries.

More than half of the 1 per cent increase in the index for the pottery and glass industries was accounted for by glass containers.

Higher prices for stationery were mainly responsible for the ½ per cent increase in the index for the paper industries.

The indices for all other sectors rose by either ¼ or ½ per cent.

Higher prices for bread accounted for half of the 1 per cent rise in April in the index for the output of the food manufacturing industries. This index increased by 2¼ per cent in the latest three months.

The change in the index for all manufactured products measured over a 12-month period fell again from 11¾ per cent in March to 10¾ per cent in April. The increase over the latest six months was 4¼ per cent for the fifth month running.

Input prices

The provisional price index for materials and fuel purchased by manufacturing industry rose by 2 per cent in April to 337.2. Over the last 12 months the index has fallen by 3½ per cent.

Increased charges for electricity with effect from 1 April accounted for the whole of the 4¼ per cent increase in the index for coal, gas and electricity.

The rise of 2 per cent in the index for materials purchased by manufacturing industry other than food, drink and tobacco was mainly due to the further depreciation of sterling in April. Crude oil accounted for nearly half of the increase. This index rose by

Table 1 Price index numbers of materials and fuel purchased

1970 = 100

1968 SIC Orders or MLH Numbers		1977				1978	1977					1978			
		1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr p	Apr	Sep	Oct	Nov	Dec	Jan	Feb	Mar p	Apr p
Orders III to XIX	Materials and fuel purchased by manufacturing industry:	341.5	347.7	340.5	330.6	326.7	349.7	338.1	333.8	329.9	328.0	324.9	324.2	330.9	337.2
	Materials [1]	351.6	356.1	347.6	336.6	331.7	358.7	344.9	340.2	335.8	333.7	329.9	329.2	336.0	341.7
	Coal (except for carbonising), gas and electricity	244.8	267.8	273.0	273.3	278.5	264.3	273.0	273.1	273.3	273.6	276.6	276.6	282.2	294.0
Orders IV to XIX	Materials and fuel purchased by manufacturing industry, other than food, drink and tobacco manufacturing industries:	355.8	359.0	355.8	345.2	335.9	359.7	353.9	349.9	344.1	341.6	333.1	333.1	341.4	348.8
	Materials [1]	371.6	372.0	367.7	355.5	344.1	373.3	365.4	360.9	354.2	351.3	341.2	341.1	349.9	356.7
Order III	Materials and fuel purchased by the food, drink and tobacco manufacturing industries	303.0	320.1	309.8	303.8	310.9	321.9	307.3	303.8	303.9	303.7	310.8	309.3	312.5	317.3
	Materials and fuels purchased by selected broad sectors of industry														
211 to 229	Food manufacturing industries:	309.4	322.9	308.0	302.7	310.8	327.6	305.0	302.2	303.0	302.8	311.2	309.0	312.2	315.6
	Materials	310.3	323.4	307.8	302.3	310.7	328.5	304.7	301.8	302.6	302.4	311.1	308.9	312.0	315.3
	Fuel [2]	283.7	309.1	312.2	311.6	314.5	303.9	311.4	311.4	311.6	311.7	313.4	313.4	316.8	323.3
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	307.1	321.2	308.0	302.4	309.5	326.1	305.4	302.0	302.9	302.2	309.7	307.9	310.9	313.1
Order V	Chemicals and allied industries	319.3	330.4	327.0	326.7	325.8	329.4	326.5	327.7	325.6	326.7	323.3	324.1	330.1	337.1
311 and 312	Steel industries	303.7	319.7	324.4	327.2	323.9	319.0	326.5	326.8	328.4	326.3	323.9	323.3	324.6	329.6
321 to 323	Non-ferrous metals industry	222.3	220.0	213.6	213.9	203.4	222.2	212.5	215.4	211.8	214.4	206.2	201.4	202.7	206.8
Order VII (excluding MLH 342)	Mechanical engineering industries	283.7	289.1	294.9	301.7	306.5	288.0	296.9	301.3	301.5	302.2	305.1	305.9	308.5	312.2
Order IX	Electrical engineering industries	249.2	252.3	251.4	254.6	256.7	253.1	252.3	254.8	253.6	255.5	256.5	255.5	258.2	262.0
Order X	Shipbuilding and marine engineering industries	275.9	281.7	285.4	294.2	296.8	280.4	285.8	293.8	294.3	294.6	296.2	296.8	297.5	300.6
Order XII	Metal goods industries	298.2	302.6	305.8	312.4	317.0	303.3	309.0	313.5	312.4	311.3	313.7	316.1	321.2	323.5
Order XIII	Textile industries	298.6	297.1	290.3	286.9	288.2	298.7	287.4	288.8	285.2	286.8	284.8	287.3	292.5	299.4
Order XV	Clothing and footwear industries	240.9	246.9	249.3	250.4	253.9	246.1	249.8	250.0	250.3	250.9	253.1	253.2	255.3	257.1
461, 464 and 469	Bricks, cement, etc, industries	298.3	313.8	321.4	325.6	332.0	308.9	322.5	324.8	325.5	326.5	330.3	330.9	334.7	337.8
462 and 463	Pottery and glass industries	289.4	306.3	315.9	320.3	326.3	301.6	317.1	319.8	320.3	320.8	325.7	326.0	327.3	330.4
Order XVII	Timber industries	319.9	327.4	329.5	323.8	320.6	325.8	327.4	325.9	323.9	321.6	321.2	320.5	320.1	321.0
481 to 484	Paper industries	312.5	317.6	314.1	291.8	282.6	316.7	311.7	294.9	291.9	288.5	282.4	281.4	284.0	286.9
Order XX	Construction materials	284.0	294.0	301.4	305.3	309.0	290.3	301.8	304.4	305.6	306.0	307.0	308.6	311.5	314.4
Part of Order XX	House building materials	288.6	299.8	308.2	310.8	313.6	295.5	308.7	310.2	311.2	310.9	311.4	313.1	316.2	319.2

[1] Includes crude oil and coal for carbonising. [2] Includes petroleum products. p Provisional.

Table 1a Price index numbers of materials and fuel purchased by selected sectors of industry

1970 = 100

1968 SIC		1977				1978	1977					1978			
		1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr p	Apr	Sep	Oct	Nov	Dec	Jan	Feb	Mar p	Apr p
361	Electrical machinery industry	264.2	268.3	271.3	276.8	280.7	267.9	273.0	276.8	276.3	277.2	279.5	279.7	282.8	286.7
362	Insulated wires and cables industry	198.6	197.7	188.9	188.9	187.9	201.0	187.5	189.5	187.1	190.1	189.0	186.1	188.7	192.5
364	Radio and electronic components industry	259.5	266.7	270.7	275.4	279.1	265.7	272.6	275.2	275.1	276.0	278.1	278.6	280.5	283.4
368	Domestic appliances industry	255.0	260.2	264.6	269.2	273.8	259.1	266.7	268.9	269.1	269.7	272.4	273.3	275.7	278.4
369	Electrical goods industries n.e.s.	254.2	259.0	259.7	264.1	264.8	259.2	261.5	263.9	263.5	264.9	265.2	263.5	265.7	268.8
381	Motor vehicle industry	285.2	291.0	298.4	304.1	310.4	289.6	301.5	303.4	304.4	304.5	308.2	309.9	313.0	316.1
411	Man-made fibres industry	277.8	284.6	286.5	284.4 r	282.3	282.7	286.0	285.4	284.0	283.9 r	280.7	281.5	284.8	289.1
414	Woollen and worsted industry	333.3	315.9	309.0	306.7	300.2	318.4	305.1	310.1	305.0	305.0	296.7	299.1	304.8	315.0
422/1	Household textiles and handkerchiefs industry	269.3	277.5	275.5	271.8	272.5	276.2	273.8	272.8	271.6	270.9	271.8	272.1	273.5	275.2
450	Footwear industry	239.3	245.6	248.5	249.6	251.8	244.7	249.9	249.4	249.7	249.6	250.9	251.3	253.2	255.8
481	Paper and board making industry	318.1	325.1	318.2	284.3	270.9	324.2	314.5	288.9	284.6	279.4	270.4	269.6	272.6	275.9

p Provisional. r Revised.

Rebasing of wholesale price index numbers

As announced in *Trade and Industry*, 21 April, the present series of wholesale price index numbers which are based on 1968 with 1970 = 100 are to be replaced by a new series based on 1974 with 1975 as 100. The new series will first be published on 22 September.

1975 = 100 series

The new series of index numbers are being based on the 1974 pattern of sales and purchases but with the reference year of 1975 taken as 100. The index numbers will measure changes in the price of the 1974 quantities sold or purchased, and will express the price of these quantities as a percentage of their average price in 1975. The adoption of the 1974 pattern of sales and purchases is due to the fact that the latest source of detailed information on purchases is the 1974 purchases inquiry; the selection of 1975 rather than 1974 as the reference year is in accordance with international recommendations.

In recent years there have been changes in the product headings, agreed with industry, in the quarterly production inquiries conducted by the BSO. As part of the rebasing exercise, the opportunity has been taken to restructure the wholesale price indices to align them more closely with these product headings and hence with other government statistics. As a result there will be some new indices, and some indices previously published in *Trade and Industry* will either be no longer available or will be available only on request with reservations as to their statistical reliability. Those existing indices which are affected have been annotated in the relevant tables (3a and 3b) published this week (pages 394-397).

1970 = 100 series

For the convenience of those who use the index numbers in long-term contracts to take account of changes in the costs of materials, multiplication factors for indices in table 1 and table 2 will be published. These multiplication factors will enable users to extend 1970 = 100 indices beyond May 1978, the last firm month to be published on the old base, with the month-to-month movements of the equivalent index in the 1975 = 100 series. Multiplication factors for indices in the other tables will be available on request.

Further information

Further information about the rebasing of the wholesale price indices can be obtained through the general inquiries section shown in the box at the foot of page 395.

4½ per cent in the latest three months compared with a fall of 5½ per cent in the previous three months.

The higher charges for electricity were reflected in many of the indices of materials and fuel for individual industry sectors in April. They accounted for more than half of the 1 per cent increase in the index for the pottery and glass industries and almost half of the 1 per cent increase in the index for the bricks, cement, etc, industries. Electricity was also the main contributor to the 2 per cent increase in the index for the chemicals and allied industries. Electricity also contributed, to a lesser extent, with both wool and cotton to the 2½ per cent increase in the index for the textile industries, and with steel scrap to the 1½ per cent increase in the index for the steel industries.

Higher prices for copper and copper scrap were responsible for almost half of the 2 per

Table 2 Price index numbers of output (home sales)

1970 = 100

1968 SIC Orders or MLH Numbers		1977				1978	1977					1978			
		1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr p	Apr	Sep	Oct	Nov	Dec	Jan	Feb	Mar p	Apr p
Order III to XIX	Output of manufactured products	248.0	259.2	267.7	272.1	278.9	255.4	269.2	271.0	272.0	273.3	277.1	279.2	280.5	282.6
Orders IV to XIX	Products of manufacturing industries other than food, drink and tobacco manufacturing industries	254.5	264.4	272.9	279.1	286.8	261.1	275.1	277.6	279.3	280.5	284.8	287.1	288.6	290.8
	Output of selected broad sectors of industry														
211 to 229	Food manufacturing industries	267.3	282.9	295.6 r	295.1 r	300.0	276.4	295.2 r	295.0 r	293.8 r	296.5 r	298.2 r	300.3	301.5	304.8
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	262.5	279.1	294.8 r	297.2 r	303.2	272.0	295.4 r	296.4 r	295.7 r	299.4 r	301.2 r	303.5	304.8	308.5
Order V	Chemicals and allied industries	239.7	248.5	256.9	261.3	268.5	246.0	258.0	260.1	261.4	262.3	267.3	268.6	269.5	270.9
Order VI	Metal manufacturing	283.8	286.4	291.9	300.3	305.1	286.9	295.3	300.6	299.7	300.6	304.8	304.7	305.8	307.4
311 and 312	Steel industries	311.0	313.1	321.6	334.7	342.9	313.1	326.7	334.3	334.8	334.9	341.7	342.9	344.0	345.3
Orders VII to XII	Engineering and allied industries	248.1	258.3	267.6	275.2	284.2	254.6	270.3	273.1	275.3	277.1	281.5	284.6	286.4	289.1
Order VII (excluding MLH 342)	Mechanical engineering	255.7	264.3	273.2	281.4	291.3	262.2	275.9	279.1	281.6	283.6	289.1	291.3	293.4	297.0
Order VIII	Instrument engineering	211.6	217.3	227.4	233.2	243.2	215.6	229.7	231.2	232.2	236.3	242.2	243.4	244.1	244.8
Order IX	Electrical engineering	223.1	232.6	237.8	245.5	251.4	230.2	239.3	242.9	246.6	247.0	249.0	251.3	253.8	257.0
Order XI (excluding MLH 383)	Vehicles	277.1	293.5	308.6	316.4	329.2	285.1	313.4	314.6	315.8	318.8	325.0	331.1	331.6	333.2
Order XII	Metal goods industries n.e.s.	263.5	272.1	278.2	287.3	294.7	270.8	279.8	286.1	287.4	288.5	291.8	294.9	297.5	302.8
Order XIII	Textile industries	234.9	241.6	244.7	247.6	254.5	240.3	245.4	246.8	247.5	248.4	253.6	254.5	255.4	256.4
Order XV	Clothing and footwear	202.4	206.6	213.3	218.7	226.5	204.8	215.9	217.4	219.0	219.7	225.0	226.6	228.0	228.6
441 to 445 and 449	Made-up clothing	195.5	198.4	204.4	209.9	216.2	197.1	207.3	208.8	209.9	210.9	214.6	216.3	217.6	218.4
461, 464 and 469	Bricks, cement, etc, industries	279.8	294.7	309.5	317.7	322.7	288.3	312.1	315.9	318.2	318.9	320.0	321.6	326.5	332.3
462 and 463	Pottery and glass industries	251.4	266.2	272.2	285.1	292.7	263.3	277.6	281.8	286.0	287.5	289.5	293.4	295.3	298.0
Order XVII	Timber industries	266.6	275.7	280.8	286.3	294.4	273.3	282.4	285.4	286.4	287.1	292.3	294.9	296.0	297.6
481 to 484	Paper industries	278.5	284.4	290.1	294.9	296.4	281.9	292.7	294.5	295.0	295.2	295.6	296.5	297.0	298.5

p Provisional. r Revised.

Revisions to Table 2

1968 SIC		1977											
		Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
211 to 229	Food manufacturing industries	—	—	—	—	—	—	296.0	295.7	—	—	—	—
211 to 229 (excluding MLH 219)	Food manufacturing industries (excluding animal and poultry foods)	—	—	—	—	—	—	294.0	295.0	—	—	—	—

cent increase in the index for the non-ferrous metals industry. Copper together with copper wire was also the main contributor to the 1½ per cent increase in the index for the electrical engineering industries.

Lower prices for gold limited the increase in the index for the metal goods industries to ¼ per cent.

The 1 per cent increase in the index for materials purchased by the food manufacturing industries mainly resulted from higher prices for home-produced cereals and imported oils and oilseeds. This index rose 1¼ per cent in the latest three months.

Notes on wholesale price indices

1 Detailed notes on index numbers of wholesale prices were last shown in *Trade and Industry*, 14 April 1978.

2 The index numbers are constructed on a net sector basis. This is to say, the price movements used to compile the index for a particular sector of industry are only those relating to transactions between the sector and other sectors. Transactions between undertakings in the same sector are excluded. Thus index numbers for the whole of manufacturing industry are not weighted averages of sector index numbers.

3 All the index numbers are compiled exclusive of value added tax and (before its abolition) of purchase tax. Revenue duties (on cigarettes and manufactured tobacco, alcoholic liquor, matches and mechanical lighters) are included. The duty on hydrocarbon oils is excluded from output price series that cover these products (unless specifically noted to the contrary) but is included in series for materials and fuel purchased by sectors of industry.

4 Firm and provisional indices, at all levels of aggregation, include imputation for items for which there is no current price information. Additional provisional figures will be published for those indices where there are insufficient returns to allow accurate imputation.

5 Revisions to firm index numbers will only be made if they are significant. These revisions will be notified when the series are next published.

6 A list of commodities produced in the United Kingdom supplementary to those shown in table 3a is published in table 4a in April, August and December. Similarly a list of commodities wholly or mainly imported into the United Kingdom supplementary to those shown in table 3b is published in table 4b.

Table 3a Commodities produced in the United Kingdom (published monthly)

1968 SIC		1977	1978			
		Apr	Jan	Feb	Mar p	Apr p
	Mining and quarrying					
101	Coal	402.7	410.9c	410.9	440.9	440.9
102	Stone and slate quarrying and mining	304.8	332.8	332.9	334.1	334.8
102/1	Granite and limestone roadstone	283.4	311.5	311.8	313.0	313.1
	Coated limestone roadstone	364.3	387.9	387.9	388.7	388.7
	Granite and other chippings	255.1	280.7	281.4	281.9	281.9
103	Chalk, clay sand and gravel extraction					
	Sand and gravel – ex pit or works	276.4	332.5	335.6	336.8	344.2
	Sand and gravel – delivered	229.3	263.5	263.5	265.4	273.4
	Food, drink and tobacco					
240	Tobacco	205.9	219.7	219.7	219.7	219.7
	Coal and petroleum products					
261	Coke ovens and manufactured fuel					
	Foundry coke	468.7	468.7	468.7	491.9	510.1
262	Mineral oil refining					
	Petroleum products	478.5	497.6	497.6	497.6	497.6
	Motor spirit two star (including duty)[1]	238.6	226.8	226.8	226.8	226.8
	Medium fuel oil (950-secs including duty)[1]	489.5	505.4	505.4	505.4	505.4
	Derv fuel (including duty)[1]	234.5	240.6	240.6	240.6	240.6
263	Lubricating oils and greases	281.2	291.2	289.4	288.6	288.6 a
	Chemicals and allied industries					
271	General chemicals	281.9	291.8	292.3	294.7	295.4
271/1	Inorganic chemicals (including inorganic gases)	272.4	293.8	293.4	293.1	299.6
271/2	Organic chemicals (including organic gases)	303.6	305.5	307.1	306.4	305.8
272	Pharmaceutical chemicals and preparations					
	Pharmaceutical chemicals	256.2	277.6	283.8	283.8	285.8 b
	Pharmaceutical preparations	215.7	234.9	236.9	238.0	240.7
273	Toilet preparations	214.4	236.0	237.6	237.9	240.8
274	Paint	253.3	286.1	289.5	289.6	290.6
276	Synthetic resins and plastics materials and synthetic rubber					
276/1	Synthetic resins and plastics materials	241.6	250.3	250.1	250.4	252.8
	Polyolefin moulding materials	246.8	247.0	243.9	244.6	246.4 a
	Polyvinyl chlorides	277.9	283.0	283.0	283.0	285.2 a
279	Other chemical industries					
279/3	Explosives, fireworks etc	279.1	310.5	314.2	315.1	315.1
	Metal manufacture					
311/2	Steel					
	Steel sheets	286.4	312.5	312.5	312.6	312.6 a
	Electrical steel sheets	296.9	325.9	325.9	325.9	325.9
	Stainless steel sheets	235.4	235.5	235.6	235.9	235.9
	Uncoated steel sheets (other than stainless and electrical)	295.4	325.8	325.8	325.8	325.8
	Galvanised steel sheets	290.0	314.5	314.5	314.5	314.5
	Tinplate	303.4	335.8	349.4	358.1	358.1
	Semi-finished steels	348.8	359.7	359.8	359.8	365.3 a
	Semi-finished steels for forgings (other than drop forgings)	363.6	382.6	382.6	382.6	390.1 a
	Semi-finished steels for alloy stainless products (except sheets and tubes)	303.4	316.4	316.4	316.4	333.2 a
	Semi-finished steels for drop drop-forgings and stampings	352.5	373.8	373.8	373.8	373.8 a
	Semi-finished steels for tubes	360.0	367.6	367.6	367.6	370.3 a
	Semi-finished steel for forgings) (other than drop forgings) (using Public Sector indicators	360.6	379.4	379.4	379.4	387.5 a
	Finished steels (other than sheets, tinplates, tubes, forgings and castings)	315.5	340.7	340.7	341.1	342.5
	Steel wire rods	319.8	322.6	322.6	322.6	322.6
	Heavy steel rails and fishplates	347.7	375.4	375.4	375.4	375.4
	Steel plates (alloy)	307.8	341.8	341.8	314.8	314.8
	Steel plates (non-alloy)	303.7	354.7	354.7	354.7	354.7
	Steel sheet piling	336.0	391.8	391.8	391.8	391.8
	Heavy steel bars and sections	332.9	384.2	384.2	384.2	384.2
	Light re-rolled bars and sections	333.9	330.7	330.7	336.1	339.1
	Hot rolled steel strip	357.0	357.3	357.3	357.3	357.3 a
	Bright steel bars (non-alloy)	315.7	337.2	337.2	337.2	339.4
	Cold rolled steel strip (non-alloy)	313.1r	329.9	329.9	329.9	329.9 a
	Alloy steel bars and rods, black (excluding stainless)	279.2	299.1	299.1	299.1	319.7
	Finished stainless steels	256.1	261.2	259.6	253.2	253.2
	High speed tool and magnet steel	291.4	297.5	297.5	297.5	297.5 a
	Steel castings	285.5	313.3	317.3	318.8	327.8
	Carbon steel castings	293.5	320.1	320.3	322.0	336.3
	Stainless and heat resisting alloy steel castings	240.9	269.6	275.4	275.6	278.1
	Other alloy steel castings	308.7	338.3	348.6	351.2	354.8
	Structural steel	321.8	358.7r	358.7	358.7	358.7
	Forgings (other than drop forgings)	392.1	419.4	419.6	427.9	428.1 a
312	Steel tubes					
	Steel tubes and fittings	337.5	381.3	381.7	381.8	382.2
	Steel tubes (other than electric conduit tubes)	340.8	385.6	385.6	385.6	385.6 a
	Non-alloy steel tubes, hot finished	363.1	417.6	417.6	417.6	417.6 a
	Pipe fittings	279.7	311.1	319.1	319.1	327.2
313	Iron castings etc	313.9	345.5	348.8	349.8	352.5
313/3 and 313/4	Iron castings	306.3	336.9	340.8	341.9	345.1
313/4	Other iron castings					
	Cast and spun iron pipes and fittings	330.6	341.6	360.5	360.5	360.5

a No longer published or available from September. b No longer published from September but available on request.

TABLE 3a *continued*

1968 SIC		1977 Apr	1978 Jan	Feb	Mar p	Apr p
321	Aluminium and aluminium alloys					
	Wrought aluminium	274.1	298.1	297.6	298.5	298.7 a
	Aluminium : Rolled	278.0	308.2	308.1	310.1	310.1
	Extruded and drawn aluminium products – other than wire	276.0	298.5	295.4	291.8	291.8
	Aluminium : Castings	278.8	293.7	294.4	298.1	298.8 a
	Aluminium : Forgings	242.6	290.0	290.0	290.0	290.0
322	Copper, brass and other copper alloys					
	Copper tubes	175.1	154.0	149.0	152.9	152.9
	Brass ingots	171.5	142.7	138.8	140.5	145.5
Mechanical engineering						
331	Agricultural machinery	281.9	321.4	322.7p	323.7	325.1
	Soil preparation and cultivating machinery	282.1	324.9	325.2	326.7	327.1
	Harvesting, threshing, feed-processing machinery etc	290.0	329.6	329.7	330.0	331.8
	Pick-up balers	290.8	339.5	339.5	339.5	339.5
	Grinding mills and meal mixers	277.8	314.2	315.7	320.4	336.9
	Milking machines	272.7	302.0	311.8p	316.4	318.5
	Other agricultural machinery (spraying machinery, general purpose elevators and conveyors etc)	262.6	307.8	307.8	308.3	308.8 b
332	Metal-working machine tools	285.0	320.6	322.2	322.9	329.3
332/1	Metal-cutting machine tools	287.5	326.9	328.5	328.5	335.1
332/2	Metal-forming machine tools	278.4	307.3	308.9	311.6	315.6
333	Pumps, valves, compressors, fluid power equipment	253.7	276.4	278.1p	281.6	285.7
333/1	Pumps	245.4	267.0	269.0	270.2	277.2
	Kerbside petrol and oil measuring pumps	244.7	265.3	267.7	277.6	277.6
	Industrial pumps	245.5	267.1	269.0	269.8	277.2
	Centrifugal, turbine and axial flow pumps	252.4	275.7	278.2	279.4	282.9
333/2	Industrial valves	272.7	296.3	296.9p	300.8	305.4
	Iron valves	280.7	308.4	309.7p	315.0	319.3
	Steel valves	278.8	303.3	303.3p	309.2	314.0
	Non-ferrous valves	257.6	276.3	277.2p	277.2	281.9
333/3	Air and gas compressors	269.7	295.3	301.2p	307.6	312.3
333/4	Fluid power equipment					
	Oil/hydraulic fluid power equipment	237.4	261.1	261.4	262.3	263.4
	Pneumatic fluid power and control equipment	207.1	222.1	224.0	233.8	233.8
334	Stationary internal combustion engines and steam turbines	265.0	298.8	310.0	312.0	317.2
336	Construction and earth-moving equipment	278.4	302.1p	302.3p	309.9	310.9
	Contractors' plant and parts	277.9	301.6	301.8	309.7	310.3 a
	Excavators, trenchers, diggers, etc	313.9	332.5	332.5	343.9	344.3
	Concrete mixers	264.0	290.7	290.7	305.4	309.8
	Dumpers	262.5	291.1	291.1	300.0	300.8
	Crawler tractors	251.9	276.4	276.4	281.0	281.0 a
	Crushing and screening plant and parts	275.7	299.7p	299.7p	301.6	308.6
337	Mechanical handling equipment	254.2	282.7	285.3	286.1	288.9
337/2	Cranes	252.1	280.1	282.5	282.9	283.2
337/4	Lifting and winding devices	261.8	287.1	290.9	290.9	291.8
337/5	Powered industrial trucks and tractors	273.8	302.3	306.1	307.0	314.2
339/1	Mining machinery	232.6	246.4p	247.9p	250.3	251.9
339/3	Commercial and industrial refrigeration machinery	270.4	283.9	297.7	297.9	300.9
339/5	Scales and weighing machinery	264.8	301.7	301.7	301.7	304.6
339/6	Portable power tools	233.7	252.4	253.3	256.8	258.0
339/7	Food and drink processing machinery	258.5	284.6	292.0	292.5	297.2
339/9	Miscellaneous machinery	257.1	288.7p	290.5p	293.1	295.8
Instrument engineering						
352	Clocks, watches and time recorders	240.3	264.1	272.0	273.7	274.6
354	Scientific and industrial instruments and systems	215.7	243.0	243.8	244.6	245.4
354/1	Optical instruments					
	Microscopes	216.2	253.2	253.2	263.0	264.8b
354/2	Other scientific and industrial instruments					
	Process measuring and control instruments	223.7	259.9	260.1	260.1	260.1 b
	Analytical instruments	198.5	223.1	224.3	224.3	224.5
	Spectrophotometers and absorptiometers	164.6	185.7	185.8	185.8	185.8
	Electrical testing, measuring and control instruments	206.9	225.9	226.7	228.1	230.4
Electrical engineering						
365	Broadcast receiving and sound reproduction equipment	164.7	172.5	173.0	173.0	173.6
365/1	Gramophone records and pre-recorded tapes	197.0	222.7	222.7	222.7	222.7
	Gramophone records	203.5	230.7	230.7	230.7	230.7
	Pre-recorded tapes – cassettes	199.7	221.8	221.8	221.8	221.8
	Pre-recorded tapes – cartridges	170.1	190.6	190.6	190.6	190.6
365/2	Other broadcast receiving and sound reproduction equipment	161.2	167.0	167.5	167.5	168.2
	Domestic television receivers[2]	164.7	169.5	169.6	169.6	170.0
	Domestic television receivers – colour[2]	148.8	155.0	155.5	155.6	157.5
	Domestic television receivers – monochrome[2]	169.3	173.6	173.6	173.6	173.6
	Record players and tape recorders	154.2	156.4	156.0	155.1	157.6 a
368	Domestic electrical appliances	214.2	238.1	238.7	238.7	241.1
	Domestic electrical cooking appliances	221.6	246.0	247.0	247.1	252.5
	Electric cookers	222.4	247.9	247.9	247.9	254.7
	Domestic electrical heating appliances	226.9	253.6	255.3	255.3	256.3
	Electric fires	230.7	257.0	261.1	261.1	263.2 a
	Electric water heaters, wash boilers, etc	278.3	309.6	309.6	309.6	310.2
	Electric vacuum cleaners and polishers	227.3	256.3	256.3	256.3	256.3
	Domestic electric flat irons	245.2	273.4	273.4	275.3	277.2
	Domestic refrigerators, gas and electric	204.6	226.1	225.1	225.1	226.5
	Domestic electric refrigerators	215.1	236.1	234.7	234.7	236.7 a
369/2 and 369/3	Batteries and accumulators	276.4	289.5	289.5	291.8	294.8
369/4	Electric lamps and fluorescent tubes	218.1	240.6	240.6	252.6	256.0
Vehicles						
380	Wheeled tractors	346.1	398.8	400.2	400.2	400.5
381	Motor vehicles					
	Passenger cars	276.3	318.1	326.2	326.2	326.4
	Passenger cars[3]	251.6	290.0	297.4	297.4	297.6
	Commercial and public service vehicles	302.5	350.1	356.1	356.2	356.6
	Commercial vehicles	305.4	354.3	360.8	360.8	360.8
	Commercial vehicles and chassis not exceeding 3.5 tons Gross Vehicle Weight	304.3	355.4	364.2	364.2	364.2
	Commercial vehicles and chassis exceeding 3.5 tons but not exceeding 16 tons Gross Vehicle Weight	314.6	360.7	362.5	362.5	362.5
	Commercial vehicles and chassis exceeding 16 tons Gross Vehicle Weight	284.0	320.9	320.9	320.9	321.7
	Commercial vehicles not exceeding 1½ tons Gross Vehicle Weight	305.0	358.7	369.0	369.0	369.0 a
	Commercial vehicles and chassis over 1½ tons Gross Vehicle Weight	302.3	345.6	349.8	349.8	350.2 a
	Public service vehicles	297.2	334.4	334.8	335.8	340.2

a No longer published or available from September. b No longer published from September but available on request.

Wholesale price indices: further information

General inquiries and Tables 1, 1a and 2	**01-215 3544** **01-215 3073**
Tables 3a and 4a	
engineering	**01-215 3549**
chemicals, steel, building *materials, etc*	**01-215 5216**
textiles, clothing, timber, *paper, etc*	**01-215 3548**
Tables 3b, 4b and 5	**01-215 3173**

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Table 3a Commodities produced in the United Kingdom *continued*

1968 SIC		1977 Apr	1978 Jan	Feb	Mar p	Apr p
	Metal goods not elsewhere specified					
390	Engineers' small tools and gauges					
	Engineers' cutting tools	237.3	265.6	267.6	269.2	269.4
	Engineers' cutting tools: diamond	191.6	216.0	216.5	216.9	219.8
	Engineers' cutting tools and parts: non-diamond	239.7	266.7	268.9	270.7	270.7 a
	Hacksaw blades	255.4	295.2	296.4	296.4	296.4
391	Hand tools and implements	292.2	334.8	338.9	338.9	339.4
392	Cutlery and tableware, etc	256.6	280.7	283.9	287.4	292.6
393	Nuts and bolts, etc	330.1	347.2	362.7	376.1	379.3
	High tensil steel nuts and bolts	348.4	357.0	371.4	386.1	389.3
399	Metal industries not elsewhere specified					
339/1	Metal furniture, office and works equipment	234.7	260.1	261.9	262.7	265.0
	Metal non-domestic furniture	244.9	273.0	275.3	275.7	279.0
	Metal chairs	211.2	227.5	227.5	227.5	233.2 a
	Metal cabinets	235.5	270.9	276.4	276.4	276.4
399/2	Metal windows and door frames					
	Metal windows	403.0	437.6	439.1	439.2	448.7
399/9	Domestic gas appliances	212.3	237.7	241.8	244.1	246.7
	Gas cookers	211.1	236.6	243.1	245.6	245.6
	Gas water heaters and wash boilers	238.8	255.7	255.7	260.1	263.1
	Gas fires and space heaters	203.8	232.2	233.4	234.6	242.2
	Gas water heaters and gas fires	213.5	238.7	239.6	241.7	248.0 a
399/12	Miscellaneous metal goods					
	Catering equipment	241.9	260.6	261.8	262.1	265.0
	Plumbers' brassware	215.4	225.5	225.9	229.6	231.5 a
	Domestic oil burning appliances	265.1	299.9	299.9	299.9	299.9 a
	Textiles					
411	Man-made fibres production	198.0	200.4	200.4	200.1	200.7
412	Spinning and doubling on the cotton and flax systems	247.2	229.8	229.6	231.5	233.1 e b
	Cotton yarns, cotton-spun man-made fibres yarns and mixtures of both	281.6	254.7	254.6	257.5	259.4 e a
413	Weaving of cotton, linen and man-made fibres	255.6	262.5	262.7	264.0	265.6 e
	Woven cotton cloth in the loomstate	269.5	260.9	262.2	263.4	264.9 e
	Man-made fibres fabrics in the loomstate	236.6	254.9	254.3	255.5	257.0 e a
414	Woollen and worsted	283.8	295.2	295.3	296.7	299.0
414/2	Worsted spinning	265.7	278.1	278.5	280.0	282.6
	Yarns of wool spun on the worsted system	285.6	296.4	296.8	298.0	300.2
	Yarns of man-made fibres spun on the worsted system	201.7	218.7	219.2	219.7	219.8
417	Hosiery and other knitted goods	197.9	213.1	213.4	214.2	215.8 b
419	Carpets and rugs	248.3	265.7 r	270.0	270.0	270.1
	Carpets	247.0	265.4 r	269.6	269.6	269.6 a
	Carpets – woven	275.5	297.1 r	301.2	301.2	301.3
	Tufted carpets	193.3	202.9	207.1	207.1	207.1 b
429	Other textile industries					
429/1	Asbestos manufactures	242.0	271.1	271.1	271.1	271.1
	Leather, leather goods and fur					
431/1	Leather for footwear	218.2	213.7	213.7	216.2 e	216.2 e
	Clothing and footwear					
450	Footwear – including rubber footwear	224.3	253.2	254.1	255.5	255.7
	Bricks, pottery, glass, cement, etc					
461	Bricks, fireclay and refractory goods	298.2	332.1	333.9	336.2	341.3
461/1	Refractory goods including bricks	313.7	346.5	347.3	347.6	351.3
461/2	Non-refractory goods including building bricks	291.0	325.3	327.6	330.8	336.7
	Building bricks – delivered	300.1	335.0	336.0	340.0	344.0 a
	Engineering bricks – delivered	320.7	354.0	357.8	358.6	367.9
463	Glass	268.8	295.4	298.8	300.4	303.6
463/1	Glass other than containers	258.9	286.5	289.6	290.9	292.6
	Flat glass (including safety and silvered glass)	255.7	280.4	280.4	282.2	284.0
	Glazing sheet and plate glass	244.7	265.5	265.5	265.5	265.5 a
463/2	Glass containers	283.6	308.5	312.7	314.4	319.9
464	Cement	280.6	314.6	314.6	326.2	329.6 b
	Cement – delivered in bulk	280.6	314.6	314.6	326.2	329.6
	Cement – delivered in bags	280.7	314.6	314.6	326.2	329.6 a
469/2	Building materials not elsewhere specified	287.8	318.8	320.2	325.4	331.6
	Precast concrete products	272.0	303.8	306.6	310.2	316.0
	Precast concrete pipes – delivered	322.1	371.9	371.9	371.9	371.9
	Precast concrete manholes – delivered	250.7	288.8	288.8	288.8	288.8 b
	Plaster gypsum	258.0	276.6	276.6	276.6	276.6 a
	Mastic asphalt	280.9	301.7	301.5	300.9	300.9 b

1968 SIC		1977 Apr	1978 Jan	Feb	Mar p	Apr p
	Timber, furniture, etc					
471/1	Timber sawmilling					
	Homegrown hardwood – sawn	284.6	319.7	324.5	337.3	343.8
471/2	Building joinery	322.5	338.6	341.5	341.9	342.7
	Timber structures and structural components	319.9	331.9	339.5	340.4	340.9 b
	Door sets, doors and door frames (excluding hardwood doors architecturally designed)	330.9	353.0	353.0	353.0	354.2 a
	Windows and window frames (wood)	353.2	374.9	374.9	374.9	375.4
	Other building joinery (ie architectural and general joinery)	333.3	346.8	346.8	346.8	348.2 b
472	Furniture and upholstery	243.7	264.2	266.7	268.7	270.3
	Domestic furniture	239.0	259.6	261.7	263.5	265.4
	Non-upholstered furniture – domestic	250.5	273.7	275.8	276.9	279.2
	Bedroom furniture	215.3	235.5	238.9	240.5	242.4
	Bookcases, bookshelves, bureaux, occasional furniture	244.0	270.7	274.4	274.7	274.7
	Dining room furniture	246.9	278.9	282.3	285.6	287.9
	Kitchen furniture	280.5	302.9	302.9	302.9	306.1
	Upholstered furniture	220.1	236.7	238.7	241.6	243.1
	Two- and three-piece suites	209.6	222.6	224.4	224.9	226.3 a
	Fireside chairs – open wood arm easy chairs	247.1	274.9	274.9	288.8	291.9 a
473	Bedding, etc	272.7	299.9	304.9	305.9	306.9 b
	Upholstered spring interior mattresses	278.5	295.7	299.8	300.4	302.4
	Divan sets	292.8	321.8	331.3	331.3	331.3 a
	Paper, printing and publishing					
481	Paper and board	288.1	287.7	287.6	287.6	287.7
	Printings and writings – excluding newsprint	285.8	283.3	283.3	283.3	283.3 a
482	Packaging products of paper, board and associated materials					
482/1	Cardboard boxes, cartons and packing cases – fibreboard	276.7	297.6	297.7	297.7	298.4
482/2	Packaging products of paper and associated materials					
483	Manufactured stationery	290.7	306.6	306.4	308.5	317.6
489	Other printing, publishing, bookbinding, etc					
	General printing, bookbinding, etc	228.1	242.1	243.5	243.6	244.8 a
	Other manufacturing industries					
491	Rubber manufactures					
491/1	Rubber tyres and tubes	243.1	258.4	258.4	258.4	258.1
492	Linoleum, plastics, floor covering and leathercloth					
	Linoleum and felt base	226.3	270.6	272.5	272.5	272.5
102/1 and 103 312	Part Aggregates for concrete	233.4	263.9	263.9	264.8	265.9 a
361/2 362 369/5 338	Part Electrical installation materials, domestic	240.7	258.8	262.3 p	269.1	271.1 a
399/1 399/3 472	Part Office equipment and machinery	217.9	239.4	241.9	242.3	243.5 a
399/1 472	Part Office furniture	269.9	297.5	301.1	301.8	303.9 a
412 414	Part All spun man-made fibres yarns	222.3	232.4	233.1	234.2	235.2 e a

[1] Index based on scheduled outer zone prices for minimum bulk loads of 500 gallons (motor spirit 1000 gallons) exclusive of rebates. p Provisional. e Estimates which are subject to possible major revisions. [2] Excludes sales to rental companies. [3] Inclusive of purchase tax (before its abolition), VAT and Car Tax. r Revised.
a No longer published or available from September.
b No longer published from September but available on request.

Addendum to table 3a. Confirmation of figures previously published as provisional

1968 SIC		1977 Dec
336	Construction and earth-moving equipment	299.2
	Contractors' plant and parts	298.6
	Crawler tractors	273.5

Revision to table 3a

1968 SIC		Year	Oct	Nov	Dec
311/2	Structural steel	1977	342.7	343.1	343.1

Table 3b Commodities wholly or mainly imported into the United Kingdom (published monthly)

1970 = 100

	1977	1978			
	Apr	Jan	Feb	Mar p	Apr p
Hides and skins	398.7	349.6	343.8	349.4	359.1
Non-ferrous metals:					
Aluminium, virgin ingot delivered	246.2	265.7	265.7	265.7	265.7
Copper [1]	149.3	110.4	106.3	111.5	117.7
Lead [1]	297.4	269.9	236.3	240.5	244.2
Tin, ingot min. 99.75% [1]	361.5	408.4	409.4	391.1	388.6
Zinc [1]	308.9	217.0	199.6	216.2	243.6
Zinc [2]	361.4	242.5	230.4	225.2	237.7
Natural rubber	273.4	245.4	243.0	254.1	259.5 a
Sulphur, crude cif (for acid making)	297.2	263.5	263.5	263.5	263.5 a
Textiles:					
Raw cotton, all types	400.4	277.0	287.7	300.6	314.8
American types, cif Liverpool	413.0	274.8	283.5	297.3	311.0 a
Egyptian types, cif Liverpool	337.8	287.8	308.8	317.1	333.7 a

	1977	1978			
	Apr	Jan	Feb	Mar p	Apr p
Raw wool – all types	350.4	295.1	300.4	304.5	316.4
Imported	339.5	289.8	294.5	298.2	311.1
Imported, merino	312.4	274.6	276.5	280.8	295.7
Imported, fine crossbred	333.7	289.2	296.3	302.4	313.9 a
Imported, medium and coarse cross-bred	431.5	349.1	357.8	358.4	369.9 a
British types	412.0	324.8	333.8	340.4	346.0
Timber:					
Imported hardwood (ex-yard or wharf)	357.0	364.4	360.6	358.3	359.4
Imported plywood (delivered to consumers)	328.4	325.1	324.5	324.1	324.1 e
Imported softwood (delivered to consumers)	386.7	351.7	348.4	346.2	344.9 e
Woodpulp, imported	349.4	249.5	247.8	251.1	257.4

[1] LME settlement price. [2] Producer's price. p Provisional. e Estimates which are subject to possible major revision. a No longer published or available from September.

Table 5 United Nations index numbers of world export prices [1]

1970 = 100

	Primary commodities									Primary commodities and non-ferrous metals [2]		
	Total			Agricultural non-food			Non-ferrous metals					
	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies	$	£	Purchasers' currencies
1974 1st qtr	303	318	274	232	244	209	160	168	144	284	298	256
2nd qtr	304	304	263	229	229	198	183	183	159	288	287	249
3rd qtr	309	315	274	221	225	196	142	145	126	287	292	254
4th qtr	320	330	284	212	213	186	126	130	111	294	303	258
1975 1st qtr	312	313	261	201	202	168	124	124	101	287	287	240
2nd qtr	299	309	250	198	204	166	121	125	101	275	284	230
3rd qtr	295	333	261	196	220	173	118	133	105	271	306	240
4th qtr	301	354	271	191	224	172	116	136	104	276	324	249
1976 1st qtr	306	368	279	202	243	184	120	144	109	281	338	256
2nd qtr	310	412	289	212	282	198	135	179	126	286	381	267
3rd qtr	314	427	291	227	308	211	140	190	130	291	395	270
4th qtr	316	459	290	232	337	213	131	190	120	291	423	267
1977 1st qtr	340	476	311	241	338	220	142	199	130	313	439	286
2nd qtr	348	486	314	249	348	224	143	200	129	320	447	289
3rd qtr	339	469	302	227	314	202	137	189	122	312	431	278
4th qtr [3]	338	447	292	222	294	192	140	185	121	311	412	269
1978 *1st qtr* [4]	*345*	*429*	*285*	*231*	*287*	*191*	*142*	*177*	*118*	*318*	*395*	*263*
April [4]	*344*	*446*	*279*	*226*	*294*	*184*	*140*	*182*	*113*	*317*	*411*	*257*

[1] Published by the UN in terms of US dollars. For convenience the index numbers are also shown in sterling and in terms of purchasers' currencies by converting the dollar index at prevailing exchange rates. [2] This combined index is not published as such by the UN. [3] Provisional. [4] Projections by Department of Industry.

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PQ 485	Newspapers and periodicals for fourth quarter 1977

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M 12	Import penetration and export sales ratios for manufacturing industry for 1975-77

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Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 12 May 1978.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
BRITISH					
Movietone News 2553	BR/E 39401/14/5/83	8	12 May	British Movietonews Ltd	British Movietonews Ltd
COMMUNITY					
The Mistress	EC 39578/14/5/83	81	11 May	Inter-Ocean Film Distributors Ltd	Intervision SpA, Rome
Intimate Relations	EC 39579/14/5/83	84	11 May	Inter-Ocean Film Distributors Ltd	Daino Film SRL, Rome
FOREIGN					
Kingdom Of The Spiders	F 39574	89	8 May	Enterprise Pictures Ltd	Dimension Pictures Inc, California
The Redeemer	F 39575	83	8 May	Enterprise Pictures Ltd	Dimension Pictures Inc, California
The Betsy	F 39576	125	10 May	United Artists Corporation Ltd	Allied Artists Pictures Corporation, New York
A Special Day	F 39577	102	10 May	Gala Film Distributors Ltd	Carlo Ponti Productions, Rome
Roseland	F 39580	103	12 May	Gala Film Distributors Ltd	Cinema Shares International, New York
Gray Lady Down	F 39581	111	12 May	Cinema International Corporation (UK)	Universal Pictures, California
Wanted – Baby Sitter	F 39582	97	12 May	Childs Associates Ltd	Titanus Distribution SpA, Rome

AMENDMENT TO THE REGISTER
The title of the film 'Techniques Of Love', EC 37408/7/4/79, registered on 4 April 1974, has been amended to 'Quick Steps To Love-Making', the playing time to 70 minutes and the Renter distributing the film in Great Britain to Entertainment Film Distributors Ltd.

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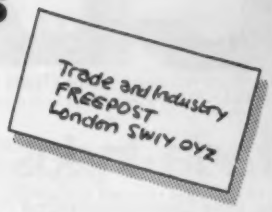

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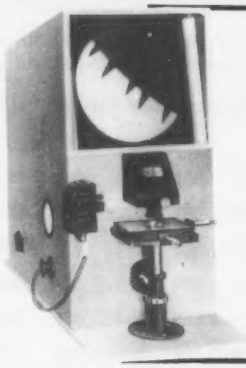

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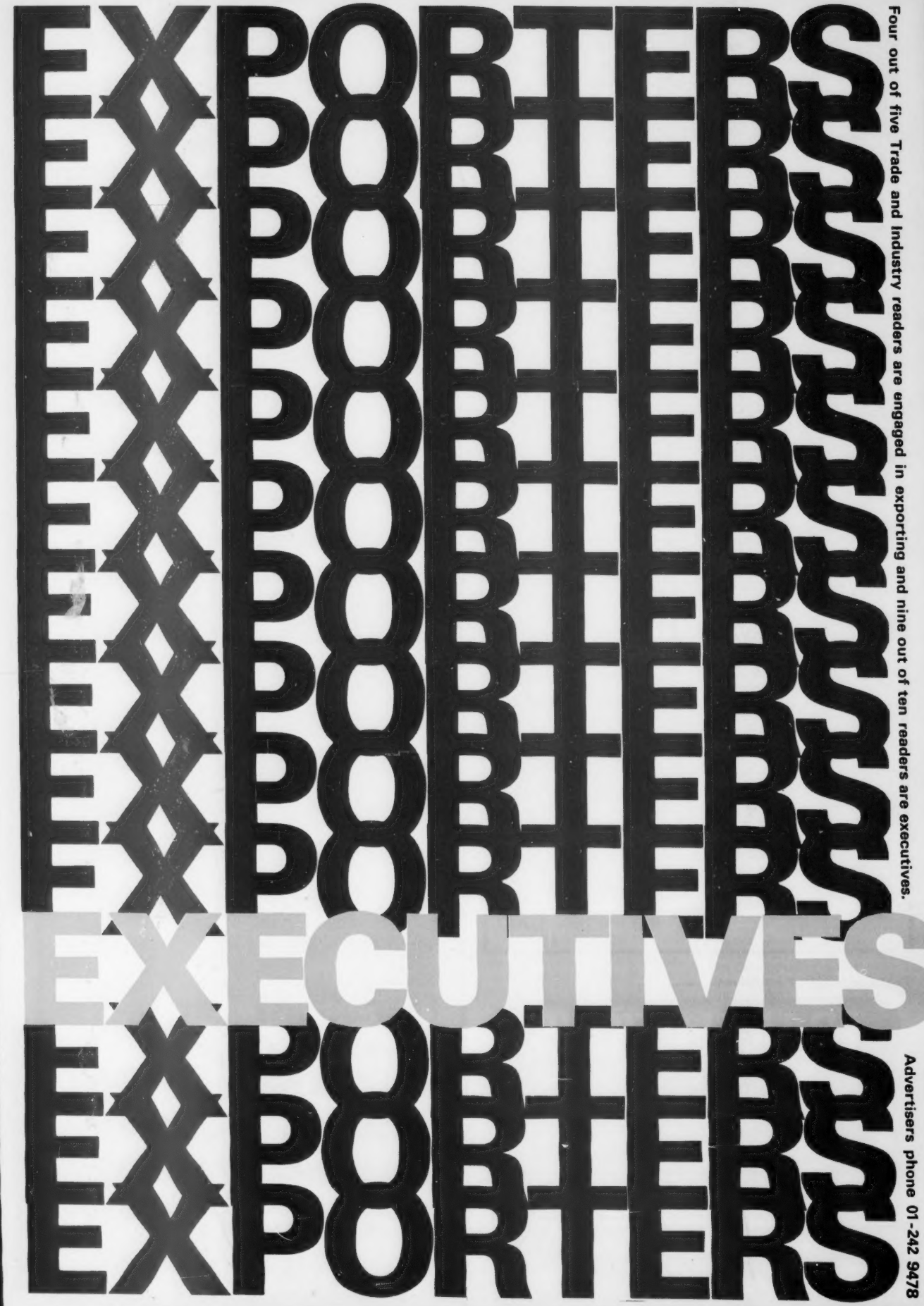

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